

# PACKAGING NEWS

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THE COMPLETE NEWS SERVICE FOR BUYERS OF PACKAGING EQUIPMENT, MATERIALS AND SERVICES

## EU fudges targets on Waste Directive

uncertain future faces the European Union's (EU) Packaging and Packaging Waste Directive, despite the common position reached at the Council Ministers (CoM) meeting.

Germany, The Netherlands and Denmark voted against the Directive and although the British junior environment minister Tim Yeo says "the Directive has been transformed from one driven by green salutes", industry groups such as Inspec are less optimistic that the passage of the Directive will retain its present form.

Upper and lower limits are agreed by the CoM for recovery and recycling: 7-year targets of a minimum 60 per cent and maximum 70 per cent of packaging waste to be recovered;

minimum 25 per cent and maximum 45 per cent must be recycled within 18 months of Directive coming into force.

The waste management hierarchy will also be introduced, with more emphasis being placed on waste reduction and reuse of materials

in the production of packaging. In 10 years time these limits will be reviewed and increased substantially, said the CoM. The new levels will be set by the Council based on European Commission proposals.



Germany, Denmark and the Netherlands, who opposed what they see as the watering down of the Directive, had argued for a recovery target of 65 per cent and a recycling target of 45 per cent per material.

As a concession under Article 4 of the Directive, countries have been given the right to set limits above those agreed upon by the Directive.

But in order to be allowed to do so they must show that there would not be an adverse effect on the Single Market and that they have the capacity to

treat the recovered materials on their own territory.

The Commission has been given responsibility for approving which parts of national legislation can go beyond the Directive's limits. This applies to existing as well as future legislation.

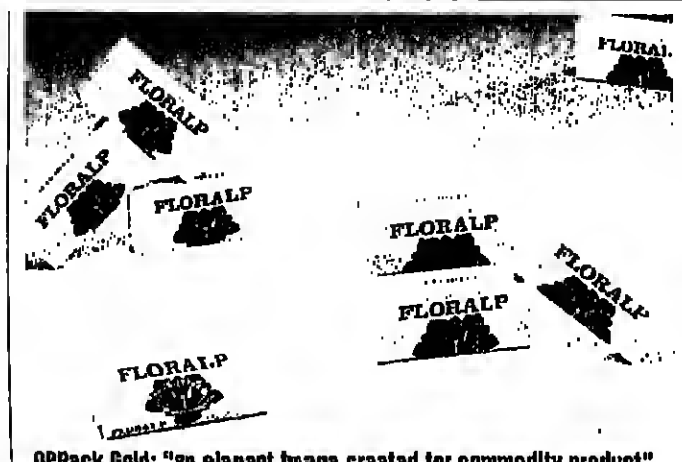
In effect, this means that changes will have to be made to the German Packaging Ordinance, while the DoE will have to submit the Producer Responsibility Group recycling targets, which are likely to be around 75 per cent.

Problems are anticipated however, since the Commission has a poor record on desisting German demands, says Mr Devereux of Inspec.

Once the position is formally adopted, the text will go to the European Parliament, which now has additional powers under co-decision procedures, for its second reading.

MEPs fear that the Directive will not get its second reading until the Gennan presidency starting in July.

See page 8 for full report



OPPack Gold: "an elegant wrap created for commodity product"

## Innovative butter wrap takes top opp honours

An opp film that replaced a paper/wax/aluminum structure for wrapping Floralp butter won top honours in the 9th Mobil Plastics Europe OPPack Awards for Swiss milk association, ZVSM Bern last month.

Gala Dinner in Cologne.

"Moving from a paper foil laminate to OPPalyc 50 MA 657 and surface printed, showed a new way to package butter while improving the environment and proving to be cost effective," he continued.

"The 60 per cent reduction in the material used showed a healthy respect for the environment and the graphics showed a distinguished quality and produced an elegant image for what is normally considered to be a fairly basic, commodity product."

The film was converted by two Swiss companies: Nyffeler and continued on back page

### "Attracted the eye"

"This extremely innovative pack took the judges' eyes in all of the technical, graphics, economy and environmental issues categories," said chairperson of the seven-member international jury, Bob Pritty, when introducing this Gold award at a

## WHAT'S Inside

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For short run wrapping of biscuits, Eltes has installed a machine which offers a wide range of pack sizes.

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## Prescription-only pressure



20-page leaflet label produced by David J Instan for the US market

With the European labelling and leaflet directive for pharmaceuticals coming into force in the UK this month, even where licences are not due for renewal, companies will be under pressure to repack their prescription-only products, according to industry experts.

Regulations state that any new and renewal licence applications from the beginning of January 1994 will be required to provide comprehensive patient information, either on the pack or as a leaflet.

But according to consultant David Benoliel, competition from better-presented

Continued on back page

**The show that's on everyone's lips**

The Premier Machinery Show for Processing & Packaging at the NEC Birmingham in 1994

**NEC Birmingham**  
27-29 September 1994

For more information contact Angela Loebe at PPMA Ltd, Progress House, 404 Brighton Road, South Glosford, Dorset DT11 6AN  
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**THE PPMA SHOW**  
The Premier Show

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## CONVERTING WORLD

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**“** The Packaging and Packaging Waste Directive moved a little closer last month with the Council of Ministers (CoM) reaching a common position on upper and lower limits for recovery and recycling (see front page and page 8).

The outcome does however lead to as many questions as answers and, as MEPs fear that it won't get its second reading until the German presidency which starts in July, much could still change.

Not surprisingly, these new targets have been welcomed by the UK, but opposed by Germany, Denmark, the Netherlands and Friends of the Earth, who see them as a further watering down of an already weak Directive. But, although Tim Yeo, the British junior environment minister says it has been "transformed from one driven by green zealots" the potential for a stalemate when it goes back to the CoM, is very real.

One of the contentious issues is the right of individual countries to set limits above those required by the Directive. This does on the face of it seem to fly in the face of the harmonising objectives but, as the UK's own Producer Responsibility Group plan is likely to set recycling targets of 75 per cent at the end of this month, it is not just a measure to favour the 'dark green' member states.

It does, of course, have the definite potential to blow a hole in harmonising standards across the community and, as this will probably not be debated under the Greek presidency, one that could have serious consequences for the already hard-pressed UK recycling industry.

Proposed safeguards should, however, stop materials being dumped in other countries in order to be allowed to go above the targets, countries must show that they have the capacity to treat the recovered materials on their own territory. As this applies to existing as well as future legislation, German packaging waste should not now be finding its way to the UK.

Although this is good news for some, it does present an anomaly which displeased Dutch environment minister, Hans Alders. He said it created a ridiculous situation whereby countries operating within the recovery limits would be able to ship their waste to other member states while those going beyond the Directive's limits would not.

He has a point, and one that is highlighted by Peter Davis, chief executive of Incopen in his first major interview to the packaging press (see page 16). We must be aware that the Government has political needs too, he says. This is also true for ministers throughout Europe. If the Directive does not meet their own countries needs, then it is obvious that they will continue to fight their corner. "It is very important for the industry to recognise and understand this," says Mr Davis.

Happy New Year.

Gail Lea, Editor

**”**

## The modular approach to pick and place

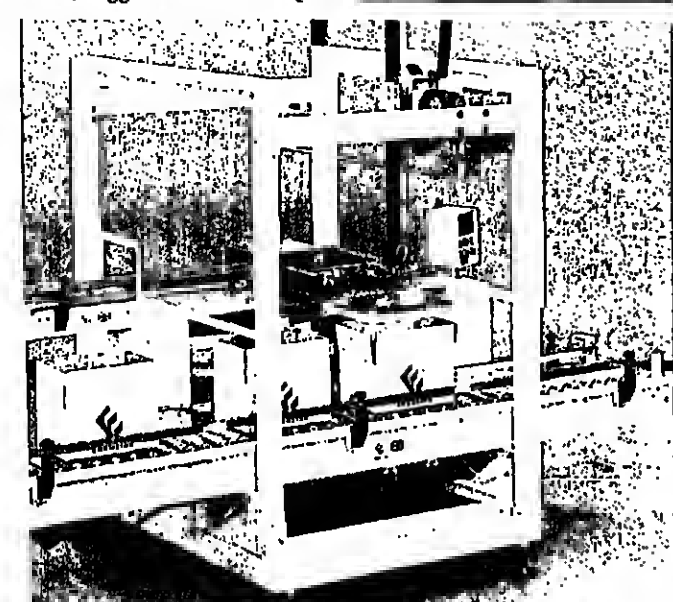
Pick and place casepacking is now available from Endoline as part of a modular approach spanning case erection and sealing, following the company's acquisition of Advanced Design Systems (ADS).

Endoline's own work on a casepacker was helped when it took on ADS and its design engineering department. The 300 range is a product of the two teams working together, and features a compact format and a choice of quick-change picking heads.

Designed to fit between Endoline's 200 series case erectors and any one of a range of case sealers, the 300 machines are equipped with stepper motors and plc control to allow for precise movements and the ramping up and down of acceleration. The unit fits in the standard 3m conveyor-length between case erecting and sealing.

Accessibility from both sides of the machine is another key feature of the range. This approach contrasts with the integrated processes supplied

by ADS where, for example, automatic case erecting took place under the pick and place unit. Although such combinations will be available for customers which request them, the company will be stressing its easy-access, modular designs, says Endoline (Stratton Business Park, London Road, Biggleswade SG18 8QB



An Endoline 300 pick and place casepacker: compact format

-tel: 0767 316422).

Typically, cartoned product such as frozen foods, bottles, tins and canned product can be handled on the 300 range at speeds of up to 12 cases a minute, depending on product type.

Recent success at Endoline has been largely export-led, with Europe providing the best markets. To date, 25 overseas agencies have been set up and as a result of the expansion in its range, Endoline has opened a second site in Biggleswade.

"Our ambition is to become one of the world's largest designers and manufacturers of packaging machinery while still staying close to the customer," said Alan Yates told *Packaging News*.

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## CONVERTING WORLD

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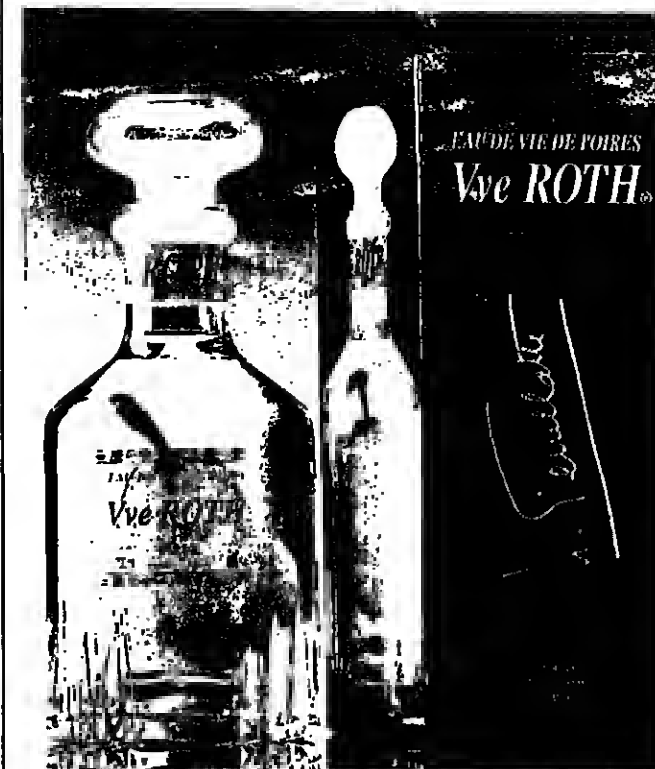
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## Champagne goes for CNK gold



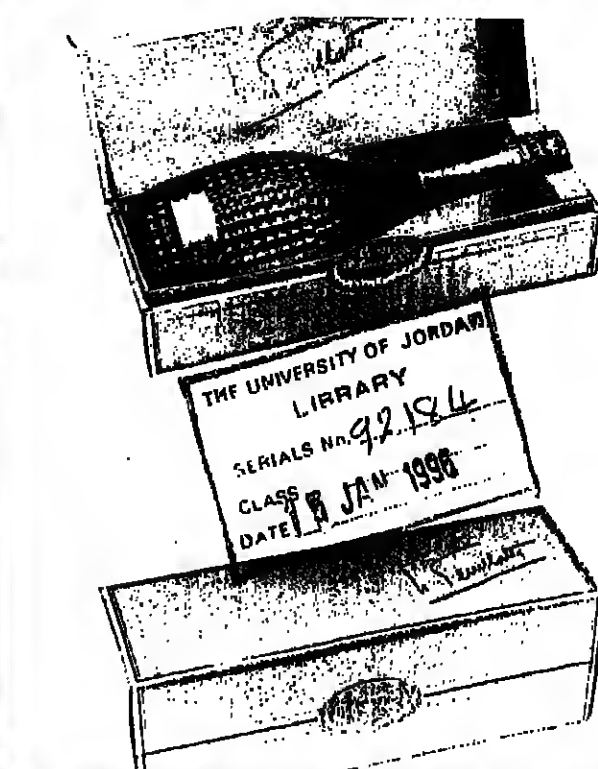
Solid dark blue carton with gold lettering for Eau de Vie Vve ROTH

A golden presentation casket was chosen for the launch of French champagne producer Nicolas Feuillate's Palmes d'Or 1985 vintage. The luxury Feuillate casket has been made using Mead Coated Board UK Ltd's Coated Natural Kraft (CNK) Custom Kote.

The two halves of the casket are produced from a single sheet of 355gsm Custom Kote, doubled to create a twin-wall

construction. This is gold printed and gloss laminated after which the Feuillate signatures and fine rules lining the carton profile are added in blue by thermographic transfer.

Mead says its carton strength withstands hand assembly and packaging while the crush resistance of double-skinned CNK with matching die cut inserts protects the champagne in its cradle-shaped bottle.



The golden presentation casket is made using Mead's Custom Kote

The traditional weak point on the coffret style carton, which often requires a backing strip of cloth or kraft paper to be applied, has been overcome by CNK because of its blend of soft and hardwood fibres, says Mead (Hensford House, Rickmansworth, Herts WD3 2XB). This does away with the need and cost of reinforcing the hinge between the base and lid.

Custom Kote was also

chosen for the Eau de Vie Vve Roth pear liqueur. The carton is printed in solid dark blue with gold lettering. Two sheets of CNK are laminated back to back to produce a package of equal strength to microflute. However, unlike fluted board there are no corrugations to show unsightly wavy lines through the glossy surface under strong display lighting.

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## Coupon label used for Durex



A Promotext self-adhesive coupon label with three text surfaces developed by Labeltech Ltd, is being used by LRC Products Ltd for a special offer to boost sales of its Durex Elite and Extra-Safe brands in Asda stores.

"We wanted a coupon offer that would fit on to the pack's shrink wrapping but would not detract from the pack design and product identity," says LRC. It opted for a record offer promotion to

The Promotext self-adhesive coupon label is printed with two colours on white semi-gloss varnished paper

appeal to a wide age span of Durex customers.

The 50mm square coupon label is printed with two colours on white semi-gloss varnished paper. A permanent adhesive is applied to the base label. It provides details of how to claim, while the top label peels off with its reverse side acting as a redeemable voucher.

Labeltech (Crittall Road, Witham, Essex CM8 3BJ) says that Promotext's advantages include: extra space for conventional labels to carry more information while still remaining fixed to the pack, a system that can be applied by hand or recognised label applicators to a wide variety of packages; a variety of shapes, and the use of up to six colours.

CIRCLE NUMBER RT-108

Clear or white, pot or jar? holding trays for shrinkwrapping

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CIRCLE NUMBER RT-423

PACKAGING NEWS/JANUARY 1994

## Fix-a-Form



## LONGER LASTING LEAFLET LABELS

NOBODY CAN PRODUCE MULTI-PAGE LABELS THIS LONG (EXCEPT US!) AND THIS IS LESS THAN HALF THE MAXIMUM LENGTH OF A FIX-A-FORM

THE WEMBLEY CENTRE HAS BEEN A GOOD VENUE FOR US FOR SIX YEARS, THE SIZE RESTRICTION HAS MADE IT IMPRACTICAL TO CONTINUE. THE WEMBLEY CENTRE IS AN IDEAL ALTERNATIVE TO THE NEC IN PAKEX YEARS AND THE EXHIBITORS AND VISITORS WILL FIND THAT THE CHARACTER OF THE PPMA SHOW WILL BE MAINTAINED," SAYS DAVID WRIGHT PPMA PRESIDENT.

It is interesting to note that all three halls, totalling 13,350m sq, will be used. "Although Telford has been a good venue for us for six years, the size restriction has made it impractical to continue. The Wembley Centre is an ideal alternative to the NEC in Pakey years and the exhibitors and visitors will find that the character of the PPMA Show will be maintained," says David Wright PPMA president.

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## Dairy delights

The third Processing and Packaging Machinery Association (PPMA) Executive Club Presentation is aimed at the dairy industry and related sectors such as ice cream and cheese.

It will be held from the 26-27 this month at the Esher Hall, Sandown Exhibition Centre, from 10 am to 4:30 pm each day.

On display at the show will be the latest version of Bradman-Lake's cartoning machine, the semi-automatic Bradlok SL80. This machine is now produced in stainless steel with fully waterproofed electrics, says Bradman-Lake (0272 715228).

For tickets and further information regarding the Presentation contact PPMA Ltd, Progress House, 404 Brighton Road, South Croydon, Surrey CR2 6AN - tel: 081-681 8226.

CIRCLE NUMBER K1-119

## Rugged printer gives full diagnostics

Latest in the Tec range of thermal transfer and direct thermal printers, the B-572 is launched this month with features that are optional on other printers - such as full diagnostics - included as standard, according to the manufacturer.

A ribbon saving capability is complemented by Tec's 'floating edge' technology, which means that print speeds can be maintained and thicker substrates fed in without difficulty.

**"Speed with quality"**

With its 127mm wide print head and print speed options of 76, 127 and 202mm a second, the B-572 is said to combine speed with quality. Resolution is 12 dots per mm

and 20 fonts are available.

Full onboard diagnostics minimise the need for on-site troubleshooting, but with the backup of Tec's technical hotline and after-sales service. Rugged stainless steel construction is another strength of the printer, says the company.

Other standard features include on-demand printing and flash memory cards, which are especially useful when the printer is functioning in stand-alone mode. In this case, a full qwerty keyboard with two-line display is available.

With the objective of retaining versatility from standalone to link-up with a mainframe computer, the B-572 was developed by Tec's European companies, including Tec (UK) (1 Siskin House, Marlins Meadow, Croxley

Centre, Watford, Herts WD1 8TY - tel: 0923 233688).

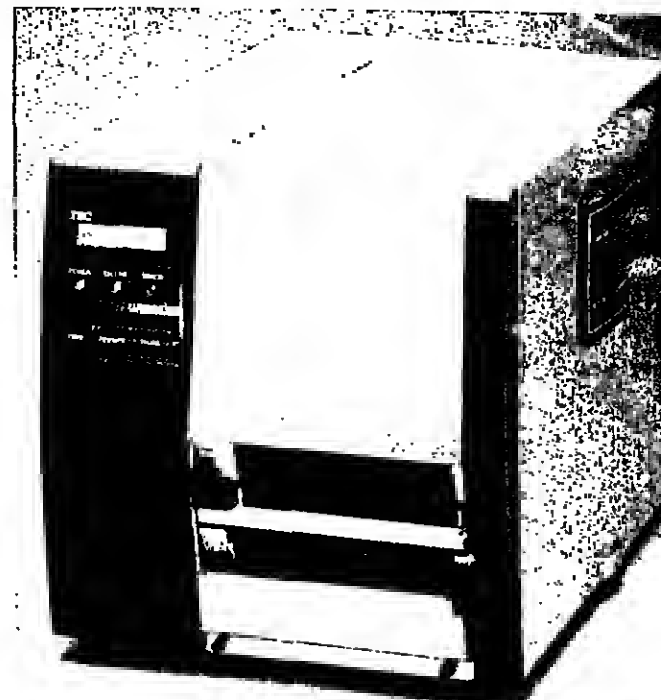
**"Ladder fashion"**

As an example of quality benefits, Tec cites the ability of the printer to produce 100 per cent EAN barcodes at speeds of 127mm a second ladder-fashion, which are otherwise difficult to achieve to an acceptable quality.

Options include a high speed pc interface and MS-Windows drivers, developed in conjunction with Tec's parent corporation Toshiba.

The media loading path has been kept simple, says Tec, and pricing of the unit as a whole competitive.

CIRCLE NUMBER K1-120



Tec's B-572 thermal/thermal transfer printer has all the options

## Monitor for transit

For basic monitoring of shock and vibration during transit and in-house handling, a small, low cost accelerometer is now available in the UK.

Measuring 100 x 40 x 27mm and weighing just 170g, the Shockranger uses an LED to record four pre-set levels of g's, with maximum levels of 40 to 200g's. The unit automatically latches onto the highest acceleration level recorded for subsequent readout.

Manufactured by Dallas Instruments in the US, the Shockranger comes in four frequency ranges up to 200Hz. Batteries have a life of two years and are factory replaceable, says UK distributor Apex Standard (1 West Street, Ditchling, East Sussex BN6 8TS - tel: 0273 846707).

CIRCLE NUMBER K1-121



## Bottle with powerful shoulders

Coating its shoulder in the direction of the toilettes and cosmetics counter, a glass bottle with raised shoulders has been launched by German manufacturer Heinz Glas.

A specialist in small glass containers, Heinz has moved in the opposite direction to those designers looking for ever more graceful downward curves on a bottle.

The flacons are mass-produced on a standard IS machine, says Heinz (UK distributor: International Bottle Company, Beadle House, Bull Plain, Hertford, Herts SG14 1DT - tel: 0992 551751). Bottles in flint, coloured or multi-coloured glass can be supplied, says the company.

CIRCLE NUMBER K1-122

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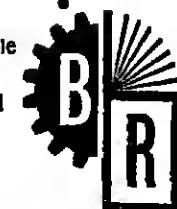
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CIRCLE NUMBER K1-123

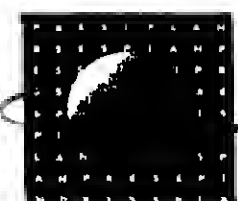
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## PACKAGING NEWS

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CIRCLE NUMBER K1-124

We're simply buzzing with new ideas in metal packaging.

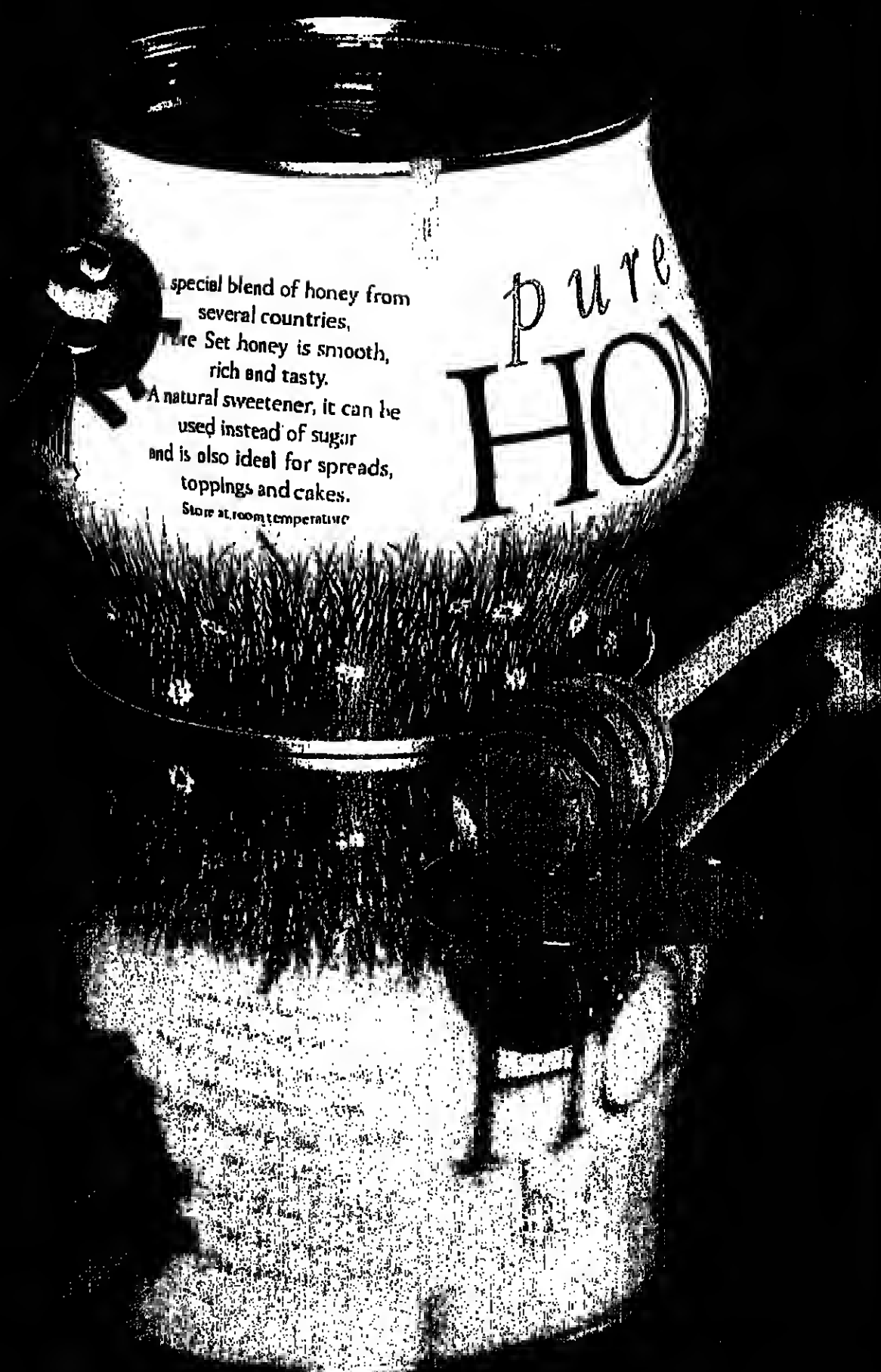
As you'd expect from the world leaders in food can technology, our research laboratory is a hive of industry. New product development is at the top of the agenda, and our innovative ideas have already led to exciting new products in areas of food packaging not normally associated with metal. In fact, you'd be surprised at just how flexible metal packaging is. Would you like us to explore the packaging possibilities for your product? Give us a buzz.

Francisco Serrano,  
Marketing Manager,  
CarnaudMetalbox plc,  
Foodcan Group.  
Telephone (0905) 762323.  
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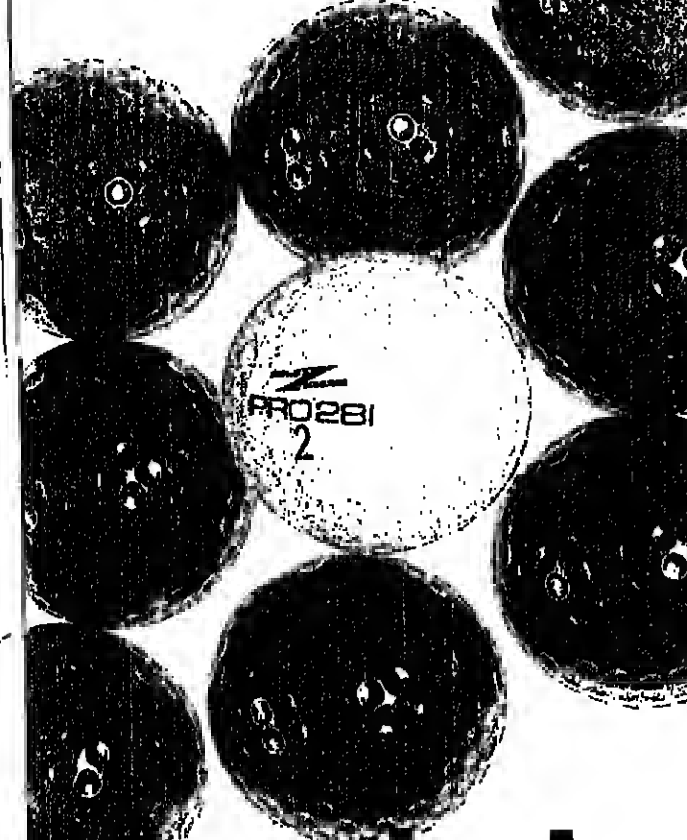
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CIRCLE NUMBER 114257



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CIRCLE NUMBER 41-422

If you are looking for the unusual, the uncommon, the unique or simply the best packaging machinery, materials, design and services - make sure you're there.

## EU sets recycling targets

After lengthy discussions, the European Union's (EU) environment ministers set targets on recycling and recovery under the Packaging and Packaging Waste Directive at their meeting on December 15 (see page 1).

Certain exemptions have been negotiated so that Greece, Ireland and Portugal will be allowed an additional five years in which to reach targets.

But it is other exemptions negotiated to appease the Dutch, Danes and Germans, who are opposed to the lower levels, which bode a stormy passage for the Directive during its second reading.

"On balance it is just as well we have got a Directive with fuzzy edges than no Directive," said Incepen spokesman James Devereux.

On the whole, the amendments suggested by the European Parliament's (EP) environment committee rapporteur, Luigi Veremati, have been ignored. These place more importance on environmental issues and were formulated under the former co-operation procedures.

David Bowie MEP and a member of the EP's environment committee told *Packaging News*: "We will find relief in tackling the Directive. We have now got co-decision. MEPs are

very eager to exercise these new powers and see just how far they can stretch them."

Dutch environment minister Hans Alders, was displeased with the result of the meeting and said that it has created a ridiculous situation where by countries operating within the recovery limits would be able to ship their waste to other member states while those going beyond the Directive's limits would not.

Aside from the anticipated delays to the Directive, problems are also envisaged under Article 4, whereby the Commission approves national recycling and recovery limits set above those in the Directive since the Commission has a poor record on desisting German demands, according to Incepen.

"This could blow a hole in harmonising standards across the Community, which is the whole point of the Directive," said Mr Devereux.

If and more than likely when, the EP puts amendments to the Directive which go back to the Council of Ministers a stalemate could arise.

Amendments can only be rejected by unanimity or passed by a majority and since Germany, The Netherlands, Denmark and possibly Belgium are all in favour of higher targets, as are MEPs, an impasse is anticipated.

While the UK Government's response to the targets has been positive, it has been possible to achieve a major breakthrough for the presidency," said a DoE spokesman - environmental groups have responded less enthusiastically to the Directive.

Friends of the Earth said: "We have criticised the proposed Directive for failing to tackle the root problems of reduction and reuse targets and we feel that the compromise agreement is a further weakening of an already weak Directive."

Others were less harsh on the outcome of the meeting, glad that some headway has finally been made. Nancy Rusotto, director general of the Association of Plastics Manufacturers in Europe (APME) said: "We welcome the political agreement in the EC as a

step forward in the achievement of a harmonised legislative framework... Highest recovery levels will be achieved and sustained by drawing on all the options: reduction, reuse, mechanical and feed-stock recycling and clean combustion with energy recovery."

The Department of the Environment (DoE) is convinced that companies and countries will now have a legal recourse and any fledgling recycling schemes will be protected.

In addition, a DoE official told *Packaging News* that the German Government has given it assurances that it would stop exporting plastic packaging waste by Christmas.

Measures to revise the much criticised German Packaging Ordinance are also currently under discussion. Klaus Töpfer, Germany's federal environment minister faces strong opposition from the German states to lower targets.

Privately, UK officials believe that Mr Töpfer is pleased his hand has been forced by the EU. David Bowie MEP told *Packaging News* that he thinks Mr Töpfer "is using the Directive as an excuse to save face. He has discredited recycling and...has given all sorts of people ammunition against it."



## Greenpeace backs off

Greenpeace, the environmental pressure group, has been forced to withdraw an advertising campaign describing pvc as an "environmental poison", following a court ruling in Vienna, which said its claims were false and likely to cause undue fear rather than clear understanding.

The billboard advertisements were also criticised for portraying the material as a useless product. Greenpeace was warned that the public had

no interest in the circulation of false assertions and that the group could not demand protection under the constitutional right of free expression.

Vienna Commercial Court's verdict follows a similar ruling in the Netherlands against the Dutch Ministry of the Environment who were also using inaccurate and misleading information on pvc, said the European Council of Vinyl Manufacturers (ECVM).

## Nordson IMPORTANT ANNOUNCEMENT SLAUTTERBACK

As from 1st January 1994 Nordson (UK) Ltd will be responsible for all after sales service, replacement parts, and repairs on the full range of Slautterback Hot Melt application equipment.

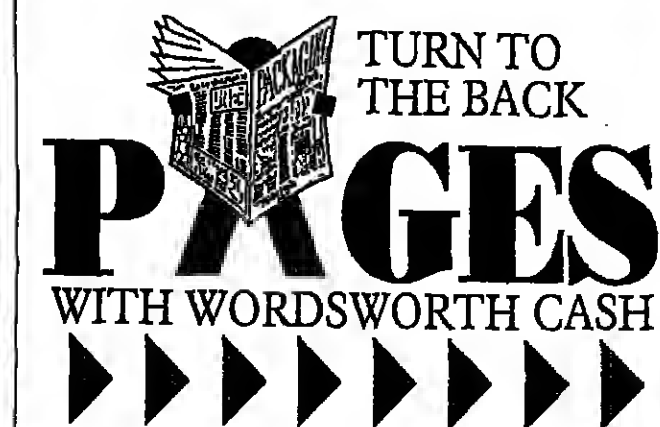
Slautterback users are invited to contact Nordson (UK) Ltd, Telephone (0844) 213171, for all future requirements and assistance.



## Showing foam commitment

It's 'foam from foam' for visitors to Manchester branches of McDonald's, with onsite collection and recycling of the ps burger boxes being organised by Linpac Plastics International.

Here schoolboy Timothy Veal is shown in one of the four fast food outlets around the city which are encouraging the separate collection of boxes and other ps items. Recycling takes place at the Bollington, Macclesfield, recycling plant run by Linpac (A1 Business Park, Knottingley, Nr Pontefract, W Yorkshire WF11 0BS - tel: 0977 607768).



## Pifa calls for levy on landfill

The Packaging and Industrial Films Association (Pifa), is calling on the Government to introduce a landfill levy to discourage excessive packaging and stimulate waste diversion towards recycling and energy recovery.

At a recent meeting in Westminster industry members told MPs that realistic landfill pricing comes closest to the polluter pays principle.

Currently around 80 per cent of waste is landfilled in the UK, which has one of the cheapest landfill disposal costs in Europe. Pifa calculates that if landfill charges of £30-40 a tonne were charged their objectives would be achieved.

The proceeds could go into funding waste-to-energy recovery plants by the private sector. Alternatively, it could go towards local authority sorting and collection costs, says Pifa.

*"Encourage pressure to reduce waste wherever it occurs"*

"Landfill pricing would encourage pressure from manufacturers, consumers and retailers to reduce waste wherever it occurs," said Pifa chief executive Jim Pugh.

However, while a report commissioned by the Government has come out in favour of such a levy, it is unlikely that it will be introduced in the near future. The Department of the Environment said it is still considering the reviews findings.

## Recycling targets are 'not enough'

"It is not enough to stimulate recycling through regulatory means by setting targets if there is no market for the recycled product," Chris Smith Shadow Secretary of State for Environment told delegates at the Finnish Forest Industries Federation Renewable, Recyclable, Responsible seminar.

"Recycling is not the answer to everything. Recycling is an option among the waste management hierarchy. We need to look dispassionately at the full environmental impact of any waste management system including recycling," said Mr Smith.

He singled out the packaging industry for praise, saying that it has begun to develop a life cycle analysis approach to the purpose and use of packaging from cradle to grave. He suggested that all industries follow suit. "The

The UK waste management industry has also reacted strongly against the introduction of such a charge and is lobbying against the move.

Flexible packaging forms less than 20 per cent of all packaging. Some 65 per cent of flexible plastic packaging is used for consumer food and non-food packaging, yet it represents less than 4 per cent of municipal solid waste.

*"We should only collect what can be justifiably recycled"*

Consultant Barry Overton, who is a member of the Pifa working group on the management of waste plastic packaging films, said: "We should only collect what can be justifiably recycled." He recommended that consumer waste be destined for incineration, with more emphasis placed on recycling flexible packaging used in commercial, industrial and agricultural applications.

Of the 857,000 tonnes of packaging consumed 59,000 tonnes are currently recycled. Mr Overton stressed the importance of industry and the Government developing uses and acceptance of recycled materials. "Without markets there is no point in recovery for recycling. The way to create such a market is to stimulate economic benefits through higher disposal costs, investment in incineration and a drive to minimise waste at source."

The EU's Eco-Labeling scheme was also the subject of much debate. Less well received was Mr Smith's suggestion that the Eco-Labeling system be complemented or even replaced by a Product Information Bill. This would require products to list information on packaging about energy and resource use required for manufacture and disposal, recycled content and other relevant information.

Dissatisfaction with the scheme was expressed by some speakers at the conference. Rainer Haggblom md of Jaakko Poyry Consulting Oy, said following work with the Eco-Labeling scheme he has become more critical of it and believes it should be scrapped.

## Incineration coalition

Waste management, raw materials and consumer goods companies are among those forming a pro-incineration coalition which will begin lobbying this year in an attempt to maximise the scope for energy recovery within the Packaging Directive.

The European Energy from Waste Coalition (EEWC) will group companies including manufacturers, paper and plastics producers and incinerator builders to lobby key opinion-formers in the waste management area.

"The biggest obstacle is making generally available state of the art technology for air emission control," says Nancy Rusotto, director of the APME (Association of Plastics Manufacturers in Europe). But according to the association, public opinion regarding incineration is lagging behind the

original causes of concern which have already been resolved.

"We will continue to call for a moratorium on incinerators until there is a properly developed waste management strategy which includes statutory targets for the reduction, reuse and recycling of packaging," says a spokesperson for Friends of the Earth (FoE).

Formation of the coalition (010 322 732 3935) coincides with research from Neste Chemicals which finds that PJF (Packaging Derived Fuel) can safely be used in proportions of up to 20 per cent of thermal feed in fossil fuel heat and power generation.

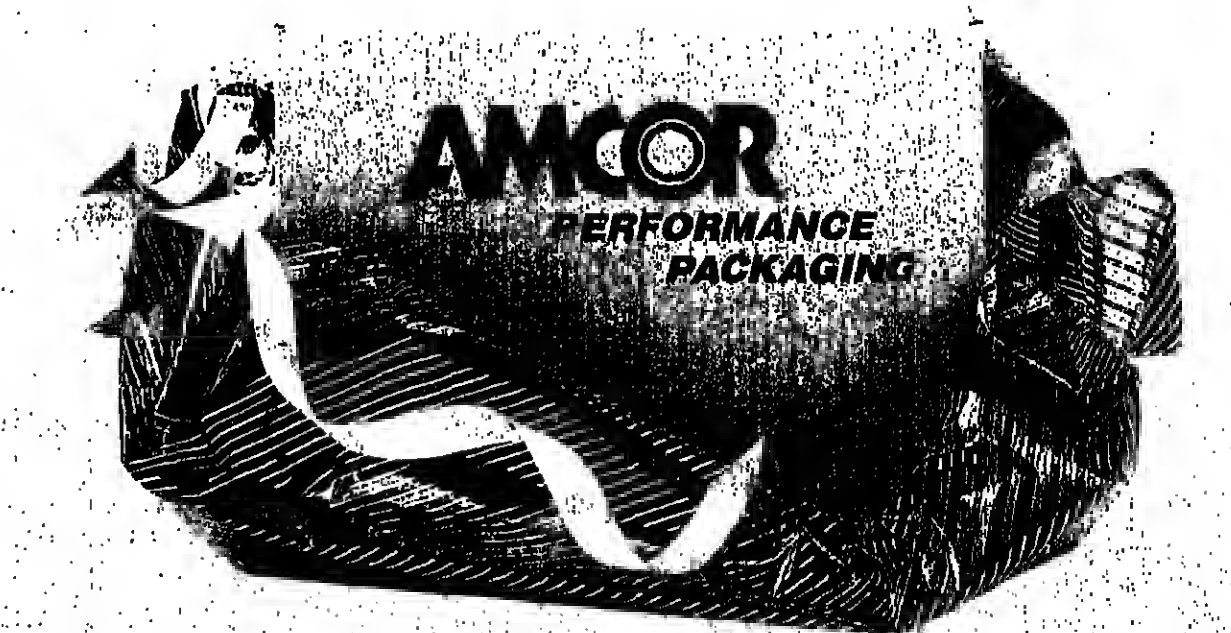
According to the British Plastics Federation, 64 per cent of UK MPs have agreed that incineration with energy recovery is the best way of dealing with plastics waste.

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CIRCLE NUMBER 41-428

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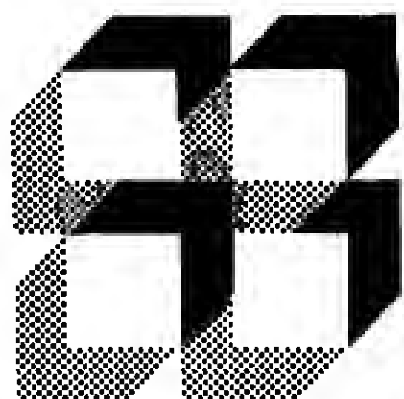
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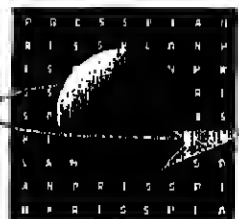
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## PACKAGING NEWS

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CIRCLE NUMBER K1-433

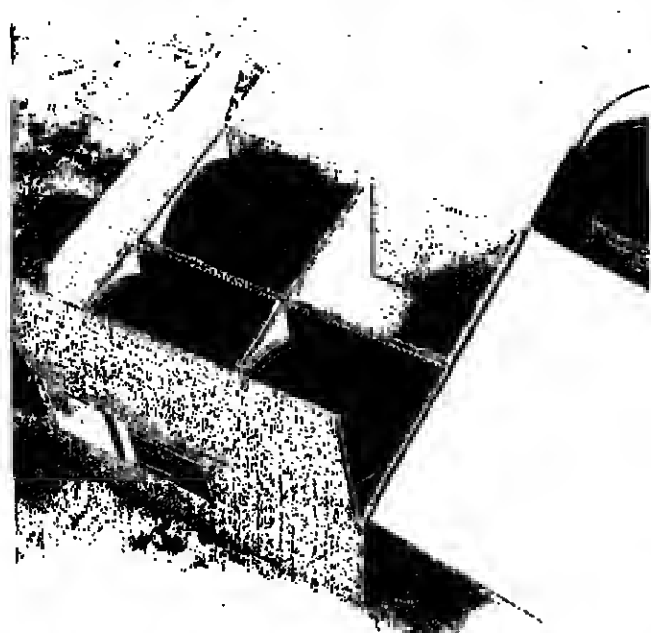
## Combi-pack for inks/chemicals

A combination pack, with UN Packaging Group II Certification, has been developed by RPC Containers Ltd in conjunction with SCA Packaging Ltd and Sericol Ltd, for packing Sericol's range of printed inks and screenmaking chemicals.

The pack features four 5 litre RPC Oakham S range containers manufactured in hdpe and packed inside a double wall corrugated case, which was supplied by the Aylesford branch of SCA Packaging (Packer Boat House, Packer Boat Lane, Cowley, Uxbridge, Middlesex UB8 2JP - tel: 0895 445533).

For extra strength the containers are separated by corrugated dividers in the case, says RPC (Kilburn Road, Oakham, Rutland, Leics LE15 6QL - tel: 0572 723771).

Phil Hadden, Sericol's senior buyer raw materials says: "We previously used heavy duty plastic containers,



The SCA pack features four 5 litre RPC Oakham S range containers

which were sourced outside the UK. The RPC packs are easy to use but at the same time are still strong and robust

enough to cope both with the type of products packaged and also to withstand frequent and tough handling."

To satisfy UN Group II packing requirements the combination pack underwent a number of stringent tests, including drop and 24 hour stacking tests.

"The new pack is a more cost-effective and user-friendly alternative to our previous form of packaging, without compromising quality or durability in any way," says Mr Hadden.

Sericol said the additional weight of the former container added to its costs and made it difficult to handle. Problems with pouring were solved by the addition of a handle.

In order to meet the varying disposal regulations worldwide, the S range container is manufactured in one material. In addition, RPC is now developing different size packs.

RPC:

CIRCLE NUMBER K1-113

SCA:

CIRCLE NUMBER K1-114

## Mainland marketing

UK equipment for the packaging, converting and allied sectors is to be marketed in mainland Europe by Engelmann and Buckham.

Starting with the expansion of its operations in the Netherlands to serve the Benelux countries, E&B intends to then build on this base in other areas of Europe - including Italy, France and Germany - representing UK manufacturers.

Industries including plastics, packaging, converting, graphic arts, food and dairy are already served by the company (Buckham House, Lenten Street, Alton, Hants GU34 1HH - tel: 0420 82421).

CIRCLE NUMBER K1-115

## Robot palletiser gives stability

Flexibility, strength and smooth multiple palletising is offered by the Italian Skilled 503 robot, now supplied in the UK by Europack Engineering.

With its three support pillars, the 503 is said to provide a more stable work platform than other single-pillar machines, and the counterbalance system helps to give a smoother operation, says sales director Peter Brühlhauser.

Compact design is a major advantage with the computer controlled 503 - manufactured by Euroimpianti in Italy - which operates on four axes. Maximum horizontal reach is 1.9m, with an ability to stack pallets up to 1.85m.

Two pallets can be loaded simultaneously to different preset patterns and complete

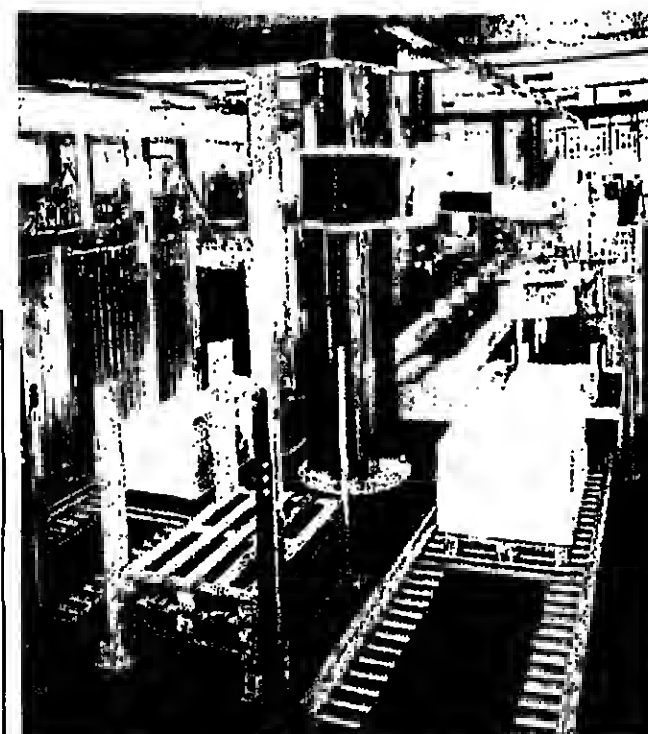
loading cycles including positioning of empty pallets and layer sheets can be carried out. Removal of full pallets is also automatic. The rail-mounted version of the robot can serve more than two pallets from a number of lines.

With this addition to its range, Europack can offer complete end-of-line packaging systems from shrinkwrapping and casepacking to pallet

stretchwrapping, says the company (6 Ganton Lane North, Beccles, Suffolk NR34 9BP - tel: 0532 716540).

Euroimpianti offers a choice of pick-up heads, with an ability to change quickly between product programmes. Cans, shrinkwrapped packs, bags, sacks and drums can all be handled by the system, which can lift weights up to 120kg.

CIRCLE NUMBER K1-116



Skilled 503: can service two lines simultaneously from one position

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## AN IMPORTANT ANNOUNCEMENT ASHWOOD Quality Control Manual

is now completed (under BS5750 Part 2) and is currently being submitted for assessment.

\* Over the years we have always sought the approval of the Royal Institute of Health & Hygiene, the local Department of Environment Officers, the Furniture Industry Research Association and the Royal Society for the Prevention of Accidents. Therefore, when BSI Quality Assurance Standards were introduced, it was natural for us to decide to integrate all levels of the Company's activities to conform with the new specification for Quality Management Systems.

\* Our QUALITY MANUAL is now available in response to any queries that may be raised by our customers. We will gladly send out Section 1 on request.

\* When ASHWOOD TIMBER & PLASTICS' Quality Management System is assessed and approved, they will be one of the first Importers and Distributors to be able to state that their Company has BS5750 Part 2 Certification.

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CIRCLE NUMBER K1-402

## Risky reseal retrofits

Food packers seeking to add resealability to sachets and pouches by retrofitting equipment onto existing systems risk producing only below standard packs, according to materials and machinery suppliers.

While the number of machine systems available in the UK is steadily increasing, the add-on cost has deterred many retailers from taking the plunge even though they may like the idea of the pack, according to Roger Palmer of Marubeni UK.

Companies such as Kawashima - which Marubeni represents - have amassed technical know-how in the area of resealability over several years, says Mr Palmer. With the perceived marketing advantages of resealability, other machine manufacturers have been quick to make claims of faster speeds and lower costs for their systems.

Problems arising in particular from retrofitting include alignment, which can suffer when the material of the pack is welded with the profile already attached, according to Marubeni.

Steve Simonsen, group manager for new business development at US zipper company Presio Products, says he has been involved in a number of successful retrofit installations. But he admits that for some machines it does not work, and others simply do not have the space for it.

"When companies do start using zipper on-line it is not as easy as everyone wants you to believe. Operators must be trained and aware that there are things which you cannot do which you did before," warns Mr Simonsen.

UK profile and pre-formed bag supplier Supreme Plastics has found that

although adding resealability onto machines would appear to be straightforward, in practice there are all sorts of problems associated with it. "It has been proved on a number of occasions that retrofits are a false economy," says Richard Costick of Supreme.

### "Poor seals and leakers"

Mr Costick has found that retrofit machines tend to produce poorer seals, more leakers and suffer from lower speeds and increased downtime.

John Hutchen, market development manager at Multivac, also has experience of customers wanting to launch into resealability by adapting

existing machines. But Multivac discourages this sort of retrofitting, he says, believing that for the systems to be effective on the horizontally thermosealed packs, the latest controls and electronics must be integrated.

Research carried out by Zip-Pak in the US found that the majority of a sample of 300 adults said they would switch brands across all applicable food categories to obtain resealability.

Increased pack costs remain a problem for end users wishing to reap the benefits of consumer interest. One solution, according to Marubeni, is to increase volume by building on success with one customer until resealability becomes a standard in a given sector.

"This has already happened with cheese in the UK, and confectionery may soon follow the same course."

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CIRCLE NUMBER K1-414



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CIRCLE NUMBER K1-449

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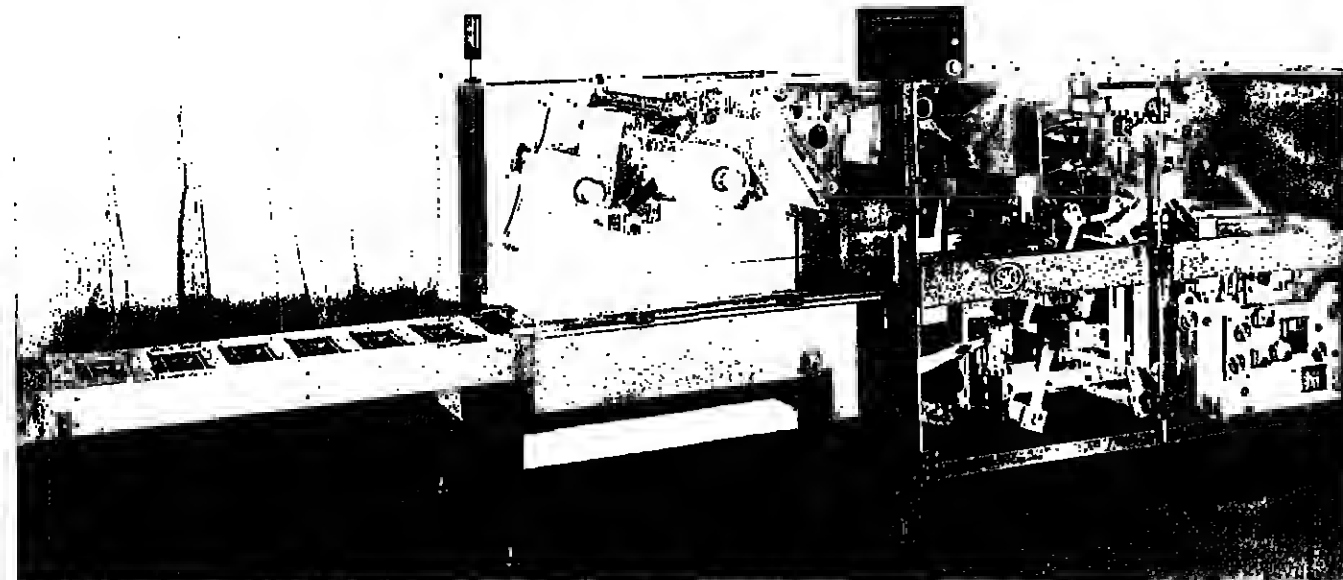
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CIRCLE NUMBER K1-444



The GSN biscuit wrapper from SIG Packaging Technology is said to cut makeready time between sizes dramatically, to around 20 minutes

## Biscuit wrapper cuts length changeover time

Flexibility was the deciding factor in a UK manufacturer's choice of the GSN biscuit wrapper from SIG Packaging Technology in the first installation of this machine.

Launched at the last inter-pack, the GSN cuts makeready time between sizes dramatically, reducing to around 20 minutes product size changes which might take an hour or two on other machines, says SIG.

"Once we became familiar with the machine, packet length

changeover was actually achieved in less than six minutes," says Jonathon Titterton, engineering technical supervisor at Elkes Biscuits. Now the company is reaching its production quotas in two shifts rather than the previous three. Output can be up to 80 packs a minute.

According to Warren Wharton, marketing manager at SIG, a more recent order for another UK company included a stipulation for 17 change parts. The increasing demand

for branded products and wider pack size ranges - up to 400g with some retailers - mean that many biscuit manufacturers have to change their machines over four times a day.

Elkes, which is part of the Northern Foods Group, was also said to be impressed by the smooth and fast installation of the GSN. Line efficiencies are already noticeably higher.

Programming is via a touch screen. Square, rectangular and round biscuits can be wrapped

standing on edge, sandwiches, crackers and similar products. A dual film reel is standard and an automatic film splicer is optional. Faults can be traced and remedied easily, says SIG (Meteor Centre, Mansfield Road, Derby - tel: 0332 626262).

Pack length on the GSN can vary from 100mm to 350mm, with corresponding ranges in width, height and diameter. Digital counters make accurate reproduction of settings possible. Operator ergonomics were another consideration in design, says the manufacturer.

After packs have been cut to fit the collated biscuits they pass around a six-piece folding wheel and end seals are formed at three heater stations.

CIRCLE NUMBER K1-101

## Kraft liner offers a uniform whiteness

Good appearance, printability and physical properties are all said to be advantages of Celustar white top kraft liner from French manufacturer La Cellulose du Pin.

Greater emphasis has been placed on presentation with this product than with its predecessor, Celuprint. Evenness was a vital consideration, with a need to respond to market demands for uniform whiteness.

Results in a uniform look-through index were obtained by investments in sheet formation. As a compromise between traditional and layered white top, Celustar has the composition and fillers to support printing, while not resisting ink

absorption in drying.

Advantages to converters include a good printing surface and resistance to folding. Celulose du Pin reports a slightly higher optical density and printability index for Celustar than for competitive materials. Other physical properties include good shock and perforation resistance and clean dust-free cutting.

"Celustar makes for cases that will look good throughout their lives, as its printability is guaranteed by exceptional surface strength and an extraordinary compression factor," says Cellulose du Pin sales director Claude de Fleurieu.

The specification of the

material has been made possible by changes to one of the company's lines at L'Arcure. At the white layer formation stage a Valmet Tampella gapformer has been installed fed from a Tamflo H hydraulic headbox.

A starch sizing unit, which uses a process associated more with the printing industry, has been added, offering consistency of coating, says the company (BP41, 33380 Biganos, France - tel: 010 33 56038940).

At the end of line, Valmet and Nipco Escher Wyss equipment has been added for rolling, winding and packing. There is also an ABB profile, weight and humidity measuring system, with process control from a Honeywell TDC unit.

White tops have eaten into the market share of both white sided and unbleached kraft liners, says Cellulose du Pin. Its first white top liner - Celuprint - was produced in 1986.

CIRCLE NUMBER K1-102

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## Plywood cases for plumbing

A switch to Vikex plywood cases for all export shipments of plumbing products has led to savings in space, weight and therefore freight costs for Pegler's Ltd of Doncaster.

Pegler's has relied on traditional softwood cases for its export business for many years, which currently accounts for 60 per cent of its turnover, but changed after a review of packaging materials and options.

Talking about the benefits in terms of warehouse operations, Stuart Morris, Pegler's packaging coordinator said: "Vikex is very cost effective and easy to assemble, and much more manageable than the old softwood cases."

"We can store 500 Vikex cases in the same space as 30 of the softwood equivalent, and the weight saving per case is 14kg which means astronomical freight cost savings."

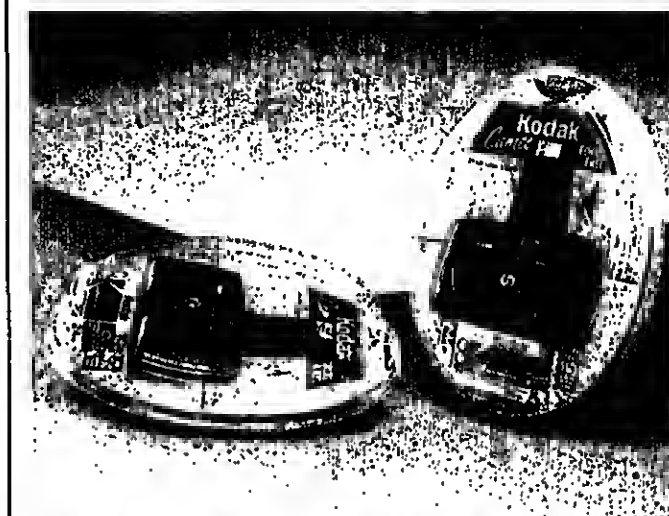
Vikex cases are manufactured by Nefab UK Ltd and supplied flat (with sleeve, top and bottom). Cases are constructed of 6mm hardwood birch - the equivalent of 18mm softwood - and the six different sizes used are held in shape by galvanised fittings.

These fittings do away with nails, strapping or banding and make the packing and unpacking process much easier, says Nefab (4 Killyway Road, Brackmills, Northampton NN4 0DZ - tel: 0604 766377).

CIRCLE NUMBER K1-103



Nefab's Vikex cases contribute to Pegler's export success



The petg blister adopted by Eastman Kodak for Cameo Camera

## Petg blister matches ingenuity of product

Winner of the Award for Excellence in retail structural design at Chipak, the Institute of Packaging Professionals (IOPP) 1993 packaging design competition in Chicago was this petg blister adopted by Eastman Kodak Company for its Cameo Camera product line.

"Material offered great dividend"

"The design intent was to create a package that would be the product's equal in

quality and ingenuity," says Bill Brown, product manager for the Eastman Kodak Company in Rochester. "The great dividend was that we were able to enhance the character of the package by using material supplied by Eastman Chemical Company, adds Mr Brown."

The Cameo family of cameras are the first Kodak consumer products to be introduced in packaging of Kodar petg copolyester from Eastman (UK: Brindley House, Corner Hall, Lawn Lane, Hemel Hempstead, Herts HP3 9YT - tel: 0442 241171).

CIRCLE NUMBER K1-104

## Pakex & Process Ireland: a single, one-stop show

Visitors to Pakex & Process Ireland '94 are promised a single, one-stop show to see the latest developments in packaging and food processing.

It takes place at the National Exhibition Centre - The Point Dublin on 19-20 October and, according to organiser MacCann McGuirk Presentations, the show will cut through the multitude of exhibitions to deliver a total national packaging showcase.

Seminars, workshops and feature areas will also form part of the event.

"A total showcase"

Further information from MacCann McGuirk Presentations (Greenmount House, Harold's Cross Road, Dublin 6W - tel: 532497, fax: 544179).

CIRCLE NUMBER K1-105

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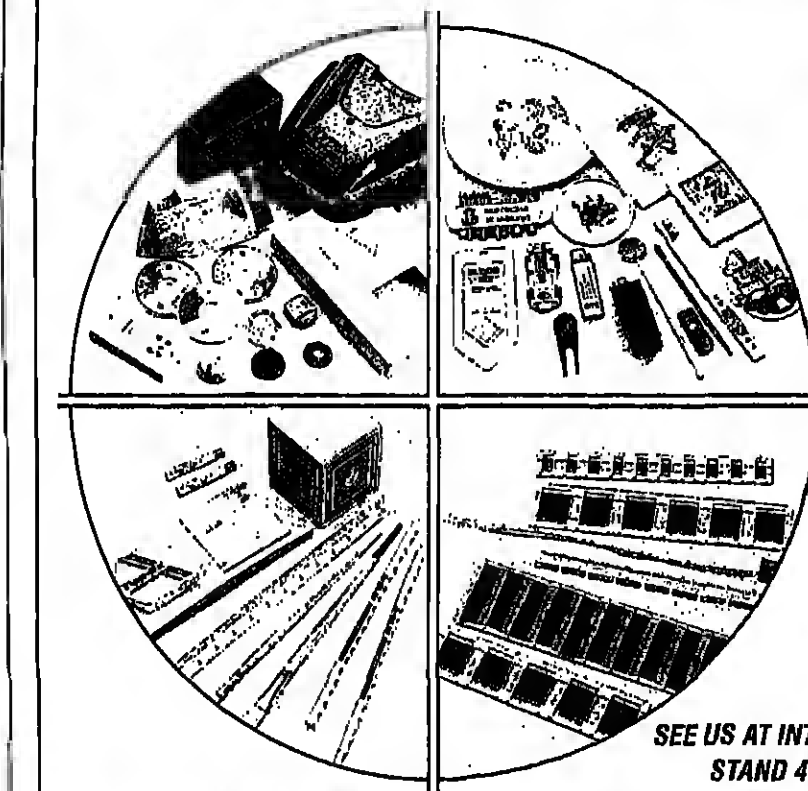
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CIRCLE NUMBER K1-430

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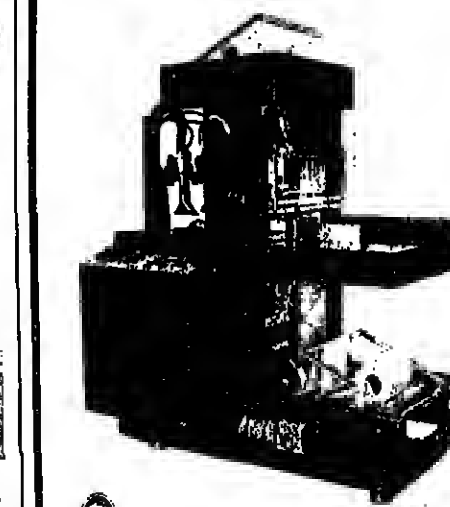
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CIRCLE NUMBER K1-427

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CIRCLE NUMBER K1-434



5-9 December

SaudiPack '93

Packaging machinery and materials show, Riyadh Exhibition Centre, Saudi Arabia. Overseas Exhibition Services Ltd, 11 Manchester Square, London W1M 5AB - tel: 071-485 1951

8-9 December

Styrenics '93

Seminar, Zürich, Switzerland. Maack Business Services, Moosacherstrasse 14, CH-8804 AUZH Switzerland - tel: 01-781 30 40, fax: 01-781 15 69

7-8 December

Packaging in the food industry

Course, Leatherhead. Pira International - tel: 0372 376161

7-8 December

Product and image security

Two-day conference, the Grand Krasnapolsky Hotel, Amsterdam. Cowise Management and Training Services Ltd, 131 Southlands Road, Bromley, Kent BR2 9DT - tel: 081-313 3713

8-9 December

Appreciation of Eurostandard

In Print Course, Qu Point Customer Technology Centre, Slavenago, Heris, Sarah Fraser, Qu Point Printing & Publishing - tel: 0438 734045

8 December

Advances for a friendly environment

Conference, Society of The Chemical Industry, Belgrave Square, London. M S G Abbott, Secretary IOM Adhesives Group, SATRA Footwear Technology Centre, SATRA House, Rockingham Road, Kettering, Northants NN16 9JH - tel: 0536 410000

9-10 December

Packing dangerous goods for transport by air

Training course, Mellon Mowbray, Leics. The Institute of Packaging - tel: 0664 500055

15 December

Professional print buying - purchasing and management techniques

Seminar, Leatherhead. Pira International - tel: 0372 376161

1994

18-19 January

Strategic purchasing

Intensive forum, Forto Crest, Bloomsbury, London W1. Phil Savage. Strategic Purchasing Conference - tel: 071-412 0141

18-20 January

BOLA International '94

Growers exhibition, National Exhibition Centre, Birmingham. Malcolm Taylor, BOLA Ltd, 22 Long Acre, London WC2E 9LY - tel: 071 235 5077

8 February

Introduction to labels and labelling technology

Two separate teach-ins, the Grand Hotel Krasnapolsky, Amsterdam. Clare Brophy, event coordinator, Co-wise Management and Training Services, 131 Southlands Road, Bromley, Kent BR2 9DT - tel: 081-313 3713

10-11 February

Product and image security

Two-day conference, the Grand Hotel Krasnapolsky, Amsterdam. Clare Brophy, event coordinator, Co-wise Management and Training Services, 131 Southlands Road, Bromley, Kent BR2 9DT - tel: 081-313 3713

20-4 February/March

Plastindia '94

International plastics trade fair, New Delhi. NOWEA International, Mr Herbert Stark, Postfach 10 10 06, 40001 Düsseldorf - tel: +49 211 4560-721

27-1 February/March

Recycling 1994

Exhibition, NEC, Birmingham. EMAP International Exhibitions Ltd, 12 Bedford Row, London WC1R 4DU - tel: 071-404 4844

2-8 March

National Packaging Plus

Exhibition, Wembley, London. David Shepherd, AES Events Ltd, 19 High Street, Purley, Surrey CR8 2AA - tel: 081-668 9229, fax: 081-668 9239

8 March

Tentative

Trade fair and congress for environmental engineering and environmental protection, Leipzig, Germany. Intech Overseas Fairs Ltd, P O Box 142, Rochester, Kent ME3 7NR - tel: 0474 824092

B-10 March

Creative Packaging

Show, NEC, Birmingham. Reed

Exhibition Companies (UK), Oriol House, 26 The Quadrant, Richmond, Surrey TW9 1DL - tel: 081-948 9800

8-12 March

Leipzig Packaging Fair

Trade fair with symposium on packaging and the environment, Intech Overseas Fairs Ltd, P O Box 142, Rochester, Kent ME3 7NR - tel: 0474 824092

13-17 March

AgroWorld '94

Exhibition for agriculture, food and food processing companies, Alma-Ata, Kazakhstan. Comtek International, 43 Oakbury Road, Wilton, Connecticut, USA 06097 - tel: (203) 834 1122, fax: (203) 762 0773

15 March

ProPack '94

Conference, 1 George Street, London. Sue Wallis, ProPack 94 conference manager, Pira International, Randalls Road, Leatherhead, Surrey KT22 7RU - tel: 0372 376161

14-18 March

Rooyole '94

Conference, Congress Centre Davos, Switzerland. Maack Business Services, Moosacherstrasse 14, CH-8804 AUZH Switzerland - tel: 01-781 30 40, fax: 01-781 15 69

20-23 March

Poodex Maatex '94

Exhibition, NEC, Birmingham. The Organisers, P O Box 30, Harrogate, N Yorks HG1 2EW - tel: 0423 525811

22-24 March

Environmental Technology '94

Exhibition, National Exhibition Centre, Birmingham. Sara Birnes, Reed Exhibitions, tel: 081-948 9940, or Adrian Wilkes at Environmental Policy Consultants, tel: 071-372 7122

22-24 March

Danish Packaging Fair '94

Fair, Odense, Denmark. Tage Christensen, project manager - tel: 45 66 15 55 35

24-28 March

Ipeck-line

Exhibition, Fiera Milano grounds, Italy. Segreteria Operativa, Ipeck-line srl, 82 Via C. Ravizza, 1 20149 Milano MI - tel: (02) 481 43 25/65

5-9 April

Graphitex '94

Exhibition of graphic arts industries,

Paris SEPIC, 1 Rue de Parc, F-92593 Levallois Perret, Cedex - tel: +33 1 49 68 54 42

12-14 April

Solidex '94

Solids handling exhibition, Harrogate. David Tinsley, exhibition manager, DMG Trinity Ltd, Times House, Station Approach, Ruislip, Middx HA4 8NB - tel: 0895 677677

18-21 April

TRI-PEX '94 Plastics &amp; Rubber

Exhibition, Expo Centre, Sharjah, United Arab Emirates. TRI-PEX '94 Plastics & Rubber Exhibition, P O Box 923, Crownhill, Milton Keynes MK8 0AY - tel: 0908 561444

30-4 April/May

National International Sale Transil

Amsterdam conference, Las Vegas. NISTA Conference Services - tel: 312 645 0083

2-8 May

Macropack

Exhibition, the Utrecht, Jaarbeurs. The Organisers, P O Box 8500, 3503 RM Utrecht, Holland - tel: +31 30 955911

10-12 May

Control and instrumentation

Exhibition, the National Exhibition Centre, Birmingham. Stephen Ward, Enterprise Public Relations, 165 Kensington High Street, London W8 6SH - tel: 071-938 2319

18-21 May

Print Expo

Trade fair, Beijing or Shanghai. Nowea International, Ms Ute Windhausen, Postfach 10 10 06, 40001 Düsseldorf - tel: +49 211/4560-720

17-19 May

Northprint '94

Graphic arts event, Harrogate. Katiina Rowbury, Reed Exhibitions Companies - tel: 081-948 9900

19-19 May

Asia-Pacific Coatings Show

Exhibition of chemical raw materials used in the manufacture of paints, printing inks and adhesives, the Hong Kong Convention and Exhibition Centre, Hong Kong. Jane Malcolm-Coe, FMJ International Publications Ltd, Queensway House, 2 Queensway, Redhill, RH1 1DS - tel: 0737 788811

24-25 May

Plastics high performance

Conference, Düsseldorf. Sponsored by the European sections of the Society of Plastics Engineers. Professional Information Media Ltd, c/o Noordstraan 33, B-3030 Antwerpen - tel: +32 3 541 7755

18-18 June

Interpharm

Pharmaceutical trade fair, Leipzig, Germany. Intech Overseas Fairs Ltd, P O Box 142, Rochester, Kent ME3 7NR - tel: 0474 824092

20-26 June

Corrugated '94

Exhibition, Villaplane, Paris. Reed Exhibitions Companies (UK), Oriol House, 26 The Quadrant, Richmond, Surrey TW9 1DL - tel: 081-948 9800

B-10 July

ITM '94

International trade fair, incorporating Printing & Packaging '94, Kuala Lumpur, Malaysia. BCI Overseas Fairs Division, George House, George Road, Birmingham B15 1PG - tel: 021-455 9800

30-3 August/September

BUBRA

Trade fair for the printing industry, Leipzig, Germany. Intech Overseas Fairs Ltd, P O Box 142, Rochester, Kent ME3 7NR - tel: 0474 824092

13-15 September

Labelexpo USA '94

Exhibition, Chicago. Labelexpo Exhibitions

Ltd, 131 Southlands Road, Bromley, Kent BR2 9DT - tel: 081-313 3735

15-20 September

CIP

Packaging trade fair, Beijing or Shanghai. NOWEA International, Ms Ute Windhausen, Postfach 10 10 06, 40001 Düsseldorf - tel: +49 211/4560-720

20 September

Introduction to labels and labelling technology

Two separate teach-ins, the Grand Hotel Krasnapolsky, Amsterdam. Clare Brophy, event coordinator, Co-wise Management and Training Services, 131 Southlands Road, Bromley, Kent BR2 9DT - tel: 081-313 3713

20-23 September

Canvortex '94

Trade show dedicated to the paper, board, film, plastics and foil converting industries, NEC, Birmingham. Jane Harris, Marketing Manager, Reed Exhibitions Companies (UK), Oriol House, 26 The Quadrant, Richmond, Surrey TW9 1DL - tel: 081-948 9800

27-28 September

PPMA Show

Machinery exhibition, NEC, Birmingham. PPMA Ltd, Progress House, 404 Brighton Road, South Croydon, Surrey CR2 6AN - tel: 081-681 8226

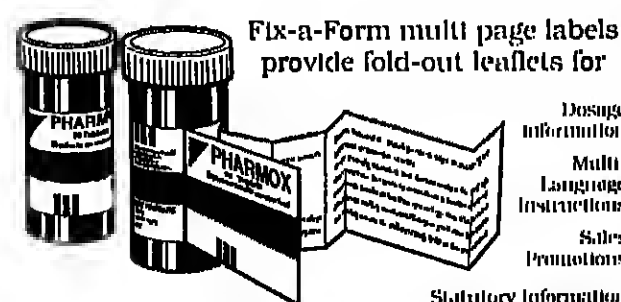
28-30 September

PackPack '94

Trade exhibition for packaging, labelling and storage technology, Nürnberg, Nürnberg Messe GmbH - tel: 0911/8606-0

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CIRCLE NUMBER K1-418

## ADAS accredits hygiene

ADAS accreditation for hygiene has been given to WR Grace/Cryovac's St Neots plant in Cambridge. This follows a year of preparation at the plant to meet control measures.

Alan Lyne of ADAS Cambridge said he was particularly impressed by standards at Grace. "It has been a much harder struggle in other companies to convince them why it is important," he said.

**"Training in personal hygiene"**

Four hundred staff at St Neots have gone through the ADAS half-day training course, which was developed with the Institute of Packaging. ADAS gives training in personal hygiene, pest control and cleaning and disinfecting (0228 23400).

Due to the size of the

Cryovac plant, a video was shot which picked out areas for improvement. This video has since been used for training other companies applying to the scheme.

David Jolliffe of Bernard Matthews who presented the award to Chris Woodbridge works manager at St Neots said he was very impressed that WR Grace has achieved accreditation so quickly. In particular, since under the Food Safety Act 1990 Bernard Matthews will now be able to claim that its supplier is taking "all reasonable precautions" and exercising "all due diligence".

WR Grace plans to introduce similar standards at its other plants world-wide, starting with its French operations in early 1994 (Northdale House, North Circular Road, London NW10 7UH - tel: 081-965 0611).

Currently, there are around eight packaging companies in the UK which have

ADAS accreditation. Another 50-odd are in the process of obtaining it.

**"Developed with the support of Food Check"**

The Royal Society of Health (RSH) has also developed a food hygiene accreditation scheme for the food packaging industry. It was developed with the support of Food Check, the UK food consultancy, and piloted in collaboration with Alcan Ecco and Slade Packaging.

The first company to be accredited is Kelly Packaging. Four specialist companies have been approved to provide advice in the application of the scheme and the interpretation of the Code of Good Practice.

CIRCLE NUMBER K1-112

## Blow-fill-seal sterile boost

Annual blow-fill-seal (BFS) output of sterile products is being boosted at Waverley Pharmaceutical by up to 5 million units with the installation of Rommelag's first 360 machine.

Replacing two Rommelag 302s, the 360 will be used in the production of Waverley's Steripak range of eyewash and its Pourpak surgical solution. The machine will also be available for contract packing of injection and other sterile solutions.

"The machine also provides increased sterility assurance," says Waverley (Goddard Road, Astmoor, Rincorn, Cheshire WA7 1QE - tel: 0928 579110).

"The combination of high quality assurance and cost-effectiveness offered by the BFS process is making it an increasingly attractive option for pharmaceutical manufacturing," says Ian McAffer, marketing director at Waverley.

CIRCLE NUMBER K1-118

**THE ROMMELAG RANGE**

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CIRCLE NUMBER K1-421

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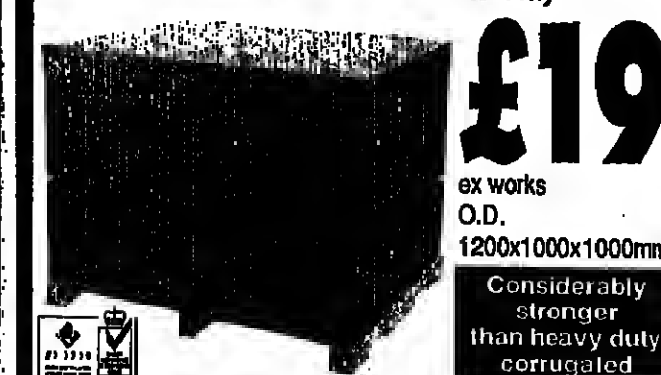
Fishergate, Norwich, NR3 1SJ

This ad has been reproduced onto actual size NorFlute with a very light (75gsm) liner.

CIRCLE NUMBER K1-117

## ROWLINSON WIREBOUND PLYWOOD CASES

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CIRCLE NUMBER K1-409

"Do you want to be part of the latest thinking in packaging?"



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Creative Packaging 94 is the exhibition where you can discover how to make packaging work for you.

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Creative Packaging 94  
The National Exhibition Centre Birmingham  
09.30 - 17.00 (8th and 9th March 1994)  
09.30 - 18.00 (10th March 1994)

For more information on:  
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CIRCLE NUMBER K1-445



# Meeting the environmental challenge

Welcome to a new section of *Packaging News*, which will focus on one trade body or association each month and explain its history, membership and remit. As a lot of the work of these bodies goes on behind closed doors, it is not always easy to understand the scope and breadth of their activity. We all know the acronyms, but not always the detail of why they were set up, who are the members and what are their main functions.

Here, we focus on *The Industry Council for Packaging and the Environment - Incpen* - an organisation that boasts nearly 70 members from all sectors of the packaging chain. Gail Lea reports.

Back in 1974, the Institute of Packaging convened a meeting attended by 50 companies to discuss 'Packaging's Social Commitment'.

In June of that year, a co-ordinating committee agreed to a constitution and a title - 'The Industry Council for Packaging and the Environment (Incpen)' - and it was felt that £20,000 per annum was needed over the next five years to fund the work programme.

Companies that supported this new organisation were: Metal Box Co, Dickinson Robinson Group, Cadbury Schweppes, British Home Stores, John Waddington Ltd, Rose Forgrove Ltd and Bowater Packaging Ltd. They appointed the Rt Hon Christopher Chataway as chairman.

April 1975 saw the official launch with 23 member companies, and a year later it had 60, had published three editions of the Journal and five discussion papers.

Peter Davis, the current chief executive, believes that this 20-year track record is what makes Incpen the respected, factual authority on environmental issues it is today. "It was a very far-sighted move by the mainly packaging firms who had started to realise that environmental concerns were being distorted to members of the public and that they should do something about it," he says.

Today, it is not only packaging firms that make up the membership, but companies involved in all aspects of the manufacture, use and distribution of packaging and packaged goods, otherwise known as the packaging chain.

The umbrella status means it can pool the knowledge of

members operating at every stage in the packaging chain, and explain the function and effects of packaging as a whole.

"This is said to provide it with a key role in the collection and dissemination of relevant facts, which are regularly published in newsletters, fact sheets, journals and educational books for both members and external audiences."

It is sometimes criticised for trying to represent too many different interests with the resulting action seen as weak. Incpen, however, considers its multi-sector membership to be a strength, as it is the only organisation that provides a snapshot view of the packaging industry from an international perspective.

"Our recent work and our involvement with the Producer Responsibility Industry Group (PRG) shows that we have a strong involvement with Government and are being asked for opinions in this work," says Mr Davis.

**"Aiming to achieve balance and acceptance"**

Incpen 1994 aims to achieve a balanced and accepted understanding of the benefits of packaging to society and its environmental and economic roles.

To achieve this, six key objectives have been identified:

- to be identified as the factual authority on packaging and the environment
- to lead the debate on packaging and the environment
- to promote the positive social role of packaging and its



Peter Davis OBE is the chief executive of Incpen

environmental benefits

- to encourage responsible industrial practices and packaging
- to seek to ensure that any legislation introduced is balanced, environmentally effective and non-discriminatory
- to act as a voice for the Incpen membership on packaging and environment issues.

The work of Incpen to achieve these objectives takes many forms, but there has been a shift over the last few years to be a more proactive organisation in many areas. Media relations, education and political lobbying are a constant part of the day-to-day activity.

Press briefings have increased, especially with the nationals and, says Mr Davis, Incpen is now seen by many of the broadsheets as the natural port of call for journalists seeking information on environmental issues. Next to be targeted will be the tabloids, regional press and Women's glossy magazines.

"This activity is very important as the EC Packaging Directive and the Gummer initiative will gain more coverage



The Incpen team, from left to right: James Devereux, communications director; Jane Bickerstaffe, technical director; Bridget Tucker, communications and information officer; Peter Davis, chief executive; Deirdre Higgins, administration executive and Andrea Keenan, administration secretary

in the early part of this year and the profile of the issue will increase. We want the public and politicians to be informed before the event, and we have been putting forward the arguments over the last few months," says Mr Davis.

"We have to be proactive and get the message to the media and politicians before the issue is raised."

As well as dealing with the media, there is a lot of activity in the political arena. Evidence has already been submitted to the Environment Select Committee and briefings offered to MPs. All of them have asked for a copy of the evidence, the Labour MP, Andrew Bennett, asked for a meeting and three Conservative MPs attended the recent annual lunch.

"I think we are also seen as the facilitator of contact between the industry and Whitehall, with whom we have a good relationship, but the work with MPs will be stepped up."

Plans for 1994 include more work with local authorities and, more specifically, Council Officers to keep them informed of the PRG plan and the thoughts of the industry.

**"A lean structure"**

In terms of structure, Incpen is a lean organisation with three directors, comprising a chief exec, communications director (James Devereux) and technical

director (Jane Bickerstaffe) as well as three support staff. Further expertise is provided by member companies who are also represented on the Management Council and committees.

The core structure of the team was changed last year with the arrival of a new chairman - Michael Armstrong of ITW Hi-Cone - and the appointment of the chief executive, Peter Davis OBE. These changes were made to help the organisation to focus on the fast changing legislative context in which the packaging chain is operating.

Mr Davis' career encompasses seventeen years in industry, which includes time at Metal Box, now part of the CarmaudMetalbox Group.

He is no stranger to the political arena. A former leader of the opposition for Lambeth, he was appointed by Kenneth Baker to the DoE, with special responsibilities for the decentralisation of the GLC and Metropolitan County functions. He was then appointed head of Home Affairs at the Conservative Central Office Research Department in 1986.

For the last five years, he was the director responsible for marketing, membership and overseas affairs of The Royal Institute of British Architects (RIBA). During this time he was responsible for the RIBA campaign following the Prince of Wales' comments on modern architecture.

In operation, Incpen has four committees in total which

meet every six weeks with the exception of extraordinary meetings. These are:

- Litter
- Resources
- Communications
- Legislative Affairs

This is likely to change again, however as the outcome of PRG may affect the overall structure. Once EC and UK legislation is in place, what will be the role of Incpen? Mr Davis is optimistic.

**"A valuable part to play in the plan's formulation"**

"Even after PRG, we will have a valuable part to play in the formulating and working of the plan," he says. "We also intend to preserve our position on the data collection and analysis side, which is why we are working with the DoE on the National Waste Analysis Project."

"We will continue to raise our profile, and the industry's, with MP's as an insurance policy. One thing we must be aware of however, is that the Government has political needs too. It is very important for the industry to recognise and understand this."

Incpen is based at Tenterden House, 3 Tenterden Street, London W1R 9AH - tel: 071-409 0949.

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Issue No. 9

## HELPING CUSTOMERS CHOOSE Coding Systems to Meet all Needs

In this edition of Willett Worldwide News, you will find information on a wide variety of applications. Indeed, the main purpose of the publication is to bring to industrial customers around the world useful information on real life industrial applications of coding and marking products and packages.

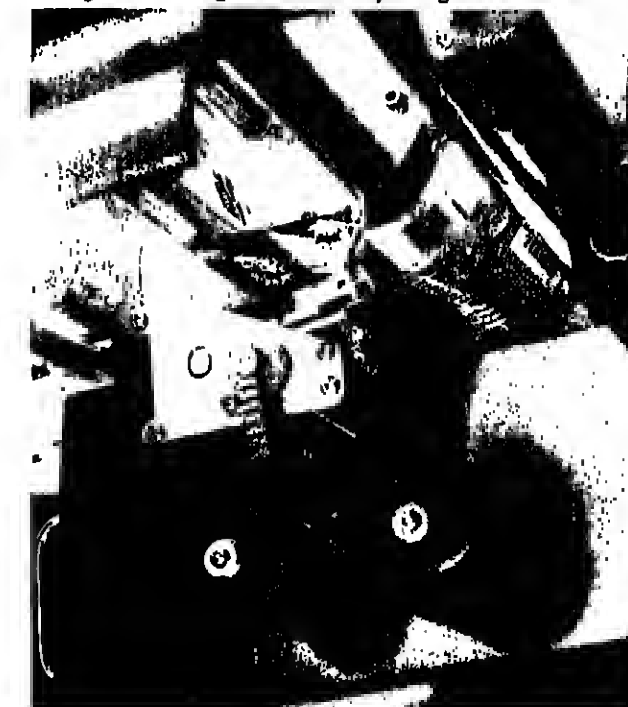
It is the aim of the Willett company to continue learning innovative and practical ways of providing solutions to coding problems and requirements by working with industrial managers in the field. Using this knowledge and experience, we can assist an ever-widening group of industrial clients to find the most appropriate means of putting codes and marks on a multiplicity of products. We all know that product identification has important implications for product traceability, the control of shelf life of perishable products such as foods and products with active ingredients such as pharmaceuticals. We also know that modern product lines often run at very high speeds and are technologically demanding and sophisticated, often being computer-controlled.

### No two layouts the same

Most requirements for product coding have at least a degree of "uniqueness" or individuality. No two factory layouts are precisely the same, and the environment in which products are manufactured and packaged can vary dramatically, not only from country to country but from industry to industry. No single technology is appropriate for all coding applications and all industrial environments. Over the years the Willett company has developed and marketed a broad and balanced range of coding systems. These include continuous ink jet printers, valve jet and impulse jet printers, free standing thermal transfer printers, a range of label printer/applifiers and the simple means to apply codes and information on pressure sensitive or other types of labels.

For some customers laser coders have been the required

solution and Willett has made provision for this. The most recent edition to the Willett family of coders is the first in a range of programmable overprinters which has now been through field testing and is currently being launched world-



Willett's range of programmable overprinters can be integrated into an existing packaging line.

wide. The programmable overprinter makes use of tried and tested thermal transfer printing technology but is designed to print directly onto the web during processes such as form, fill and seal.

### Direct printing a major plus

In the food industry in particular, where containers are often automatically formed prior to filling, the availability of a direct printing process capable of producing high resolution alphanumeric, bar codes and graphics will be a major plus. Willett expects that many suppliers of form, fill and seal equipment and other systems using a web, which is often pre-printed and can be made of a variety of substances, will eventually offer complete systems to industrial customers.

Cont. on back page

## Japanese Loan Confirms Willett as Quality Supplier

Willett has completed a loan guaranteed by the Industrial Structure Improvement Fund of Japan, which is funded by the Japanese government through the Japan Development Bank.

The Yen 130 million, five year loan, arranged through, and provided by, the Bank of Tokyo, is believed to be the first awarded to any British company by this specialist agency whose function includes promotion of imports by foreign manufacturers into Japan. The loan, which will be used by Willett Japan to expand its business supplying Willett products to Japanese industry, replaces overseas financing provided from the parent company.

Speaking about the loan Willett Chairman Allen Willett said "I am delighted that Willett Japan's success has been recognised by the Industrial Structure Fund and the Japan Development Bank."

"The guarantee was only awarded after examination on the quality of Willett, both of our company and our products. Willett is now serving a rapidly growing customer base in Japan."

"Willett's philosophy, as a private company, is to ensure that overseas operations adopt local management and conform to the best business standards. We provide the seed capital investment to set up local subsidiaries but as they grow we expect them to stand on their own feet financially."

**Willett**  
THE WORLD'S  
CODING COMPANY

## Eggvertising Taking Off



Once advertising is accepted on eggs there is no reason why Willett edible inks cannot be used to supply similar messages to other food products.

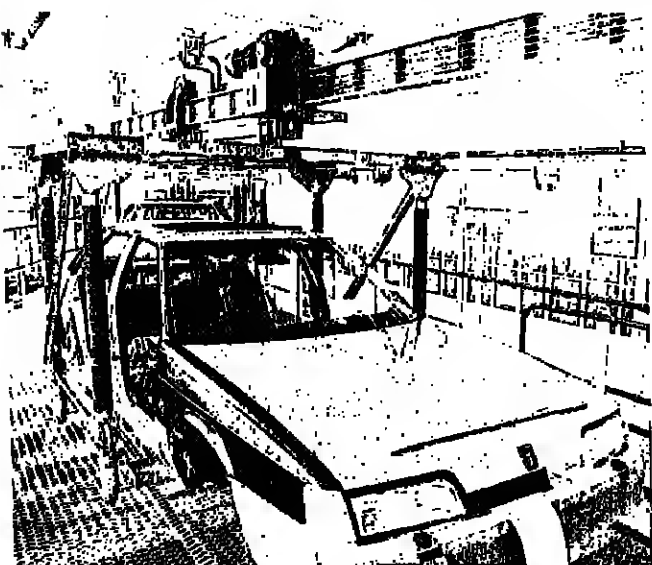
"Eggvertising", a new marketing technique involving the selling of advertising space on eggs, which is going ahead in Britain after discussion by EC Ministers, has been made possible with Willett technology. Willett pioneered the development of food grade inks for printing characters and designs on foods, including eggshells.

Research carried out by Eggvert Ltd, a company set up to promote the concept, has indicated that advertising on eggs is a cost-effective method of getting a message across. Eggvert has already installed 46 "Eggsigns" coding packages at the plants of major egg packers. These are dedicated packages based on Willett small character ink jet printers.

The Willett ink jet printers have been selected because their print speed does not slow down the high speed egg packing lines. They are being used with a Willett food grade ink specially selected for its clarity, fast drying time and good adhesion to the eggshell.

Willett has also supplied software which ensures that, even when a packer is using advertising from several companies, the advertisements do not get mixed up. The system ensures that all the eggs in one box carry the same message and the stores receiving the eggs get the ones they have asked for.





Car windscreens produced by SIV are now coded using ink jet printing. The codes are used to identify the screens during assembly and can be wiped off easily when the cars are ready for delivery.

## Windscreen Marking Automated

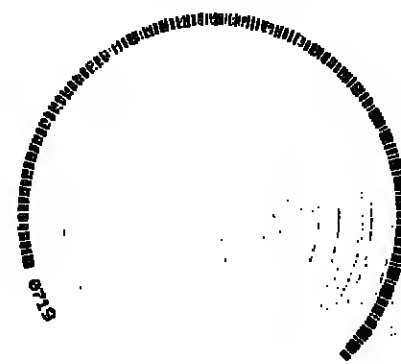
The slow process of writing codes onto car windscreens by hand has been eliminated by the installation of two Willett small character ink jet printers at the plant of Societa Italiana Vetro (SIV) in Italy. In addition to speeding up the process, the Willett printers are also improving the appearance of the screens and making identification easier.

SIV manufactures windscreens for a number of major car manufacturers including Fiat, Lancia and Rover, as well as a wide range of other glass products. The screens need to be marked with details such as the part number, date and whether the part is recyclable. A four digit code is also added by the line operator on each shift. The main information is now fed to the Willett ink jet printers via the company's central computer and the operator code is keyed in by hand at the start of the shift.

As the information needs to be removed once the screen is installed in the vehicle, Willett has supplied a water washable ink, enabling it to be wiped away easily.

## Bar Codes Added to Blood Analysis Kits

Willett small character and micro character ink jet printers are being used by California-based Abaxis to add bar codes to components of a blood analysis kit the company manufactures as well as to the bags used to hold the finished kits.



A bar code is added to the cover of each kit before packing.

## Company of the Year Awards



Volker Gultjahn from Willett Germany and Enzo Benedetti and Mario Cipolletti from Willett Italy received Joint Company of the Year Awards from Allen Willett on behalf of their respective companies.

When the kits are produced the Willett 3820 micro character ink jet printer prints an extended interleaved 2 of 5 bar code and a lot number onto the cover of the kit. The bar code is used to identify the type of kit and calibration of the kit. The finished kits are then placed into Mylar bags which are bar coded using a Willett 3840 small character ink jet printer. One of the reasons for the choice of Willett ink jet printers was that it gives Abaxis the option of adding other information including the company name and logo at a later date and of using different color inks.

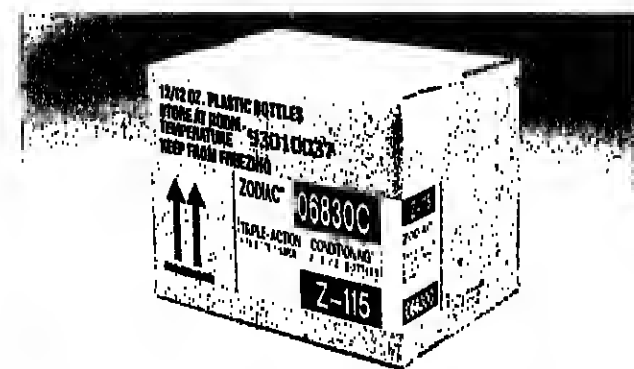
## No More Pre-Printed Cartons

Cartons holding veterinary products manufactured by the Zocon Corporation of Dallas, Texas, now carry labels bearing the large amount of information required instead of being pre-printed with the information.

Zocon has been able to eliminate the need for pre-printing by using a Willett 2610/12 print/apply system. The company is able to fit all the information onto a 100mm by 200mm label and still has room to add a bar code in future, should this become a necessity.

The print clarity was one of the main reasons for the choice of a Willett system, as well as the flexibility of the system which leaves scope for expansion in the future.

The label is applied to the side of each case at a rate of 20 to 40 a minute and a secondary lamp unit wraps the label around the leading edge of the case.



The Willett print/apply system has replaced pre-printed cartons.

## Willett Scholar is Judge at Westpack



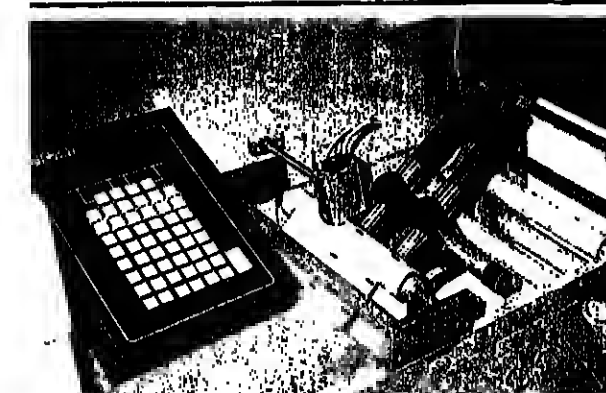
Robert Clarke, the first Willett Scholar, currently studying at St. Catherine's College, Oxford University, England is returning to the USA to attend Westpack. He has been asked to judge at the Westpack Competition and will also be joining a panel to discuss environmental aspects of packaging and European laws and regulations concerning environmental issues.

## Sack Coding System Copes with Dust

An ingenious system has been developed by Willett's distributor in Argentina, Rearch SRL, enabling Willett large character ink jet printers to operate in extremely dusty conditions and opening up new possibilities for ink jet printing.

The first systems have been installed at a number of portland cement plants in Argentina and are being used to add date codes to the bags of cement. They use a Willett 3150 Plus controller located within a hermetically sealed box. The controller is linked to a Willett 707 printhead mounted inside a metal box which houses a small fan to keep it pressurised and prevents the ingress of dust. All connecting pipes and wires run within a hermetically sealed flexible conduit to complete the system.

The sacks are coded as they travel along a conveyor from the bagging station. The printhead is mounted on a moveable arm and a roller under the printhead presses on the sacks to flatten them immediately prior to printing. There is also a special detector to sense when two or more sacks are together and avoid the possibility of the photocell - which triggers the coding - missing any sacks.



Roelante Printers in Schiedam, the Netherlands, is using a Willett 3940 twin head ink jet printer to number entrance tickets the company prints for several major customers.

## Cheese Cartons Printed

Working with local OEM supplier Willett Sweden has helped develop a complete weighing and coding system for cheese producer Milko of Arvika in Sweden.

The system consists of a Willett 3150 large character ink jet printer mounted on a length of conveyor also fitted with a weighing unit linked directly to the printer. The cheeses are packed manually into a tray which is then packed into an outer carton on a wraparound case packer. The finished carton travels onto the weighing section where the weight and other information are automatically printed onto the sides of the carton using two Willett 707 printheads.



A complete weighing and coding system has been developed for Milko in Sweden.

## CABLES CODED CLEARLY



All the cables produced by Integral Corporation now carry codes of the same quality.

The installation of Willett small character ink jet printers has enabled cable manufacturer Integral Corporation of Dallas, Texas, to standardise the method of marking the cables on all its production lines.

Integral produces plastic coated fibre optic cables, television signal distribution cable and copper telephone cable. All are now coded with statutory information, product identification numbers, company logos and length markings using Willett

small character ink jet printers with yellow pigmented ink. The printers are located at the end of each production line and mark the cables immediately before they are wound onto large wooden spools.

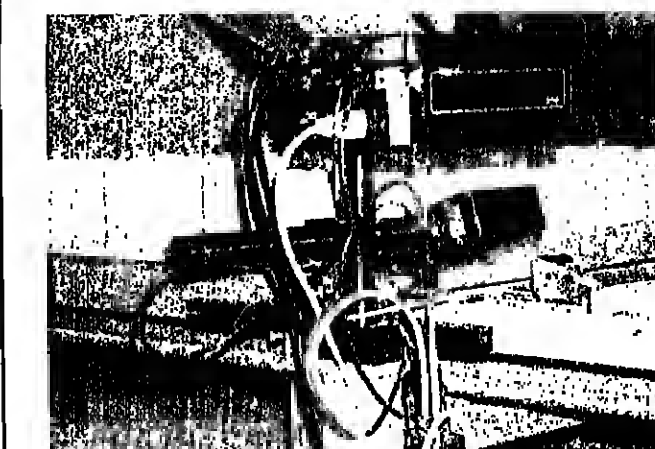
Prior to the installation of the Willett printers, Integral used some ink jet printers from another manufacturer operating with a white ink, as well as heated roller coders which embossed the cable. The Willett equipment now produces consistent and easily readable codes across the entire product range.

## Concrete Slabs Carry Codes

The ability of the Willett 3150-816 to produce a clear code on a rough and irregular surface made it the obvious choice when Betonwerk Beimbauer of Hohenlauben in Germany decided to start coding its products.

Betonwerk Beimbauer produces concrete slabs and kerb stones and recently introduced a system of coding which involves adding a date, company logo and control code to each pallet load of products.

The slabs and kerb stones are polished in layers and transported along a hydraulic conveyor. The Willett ink jet printer is mounted alongside the conveyor and applies the required information as the pallet passes.



The Willett ink jet printer can cope with uneven surfaces.

## Solutions a Speciality of Willett Denmark

Willett Contributing Editor Simon Allfree visits Willett A/S in Denmark, a company "greater than it's small" and talks to its Chief Operating Officer, Bjarne Brynne.

Willett Denmark, with headquarters in Vejle in Jutland and regional office in Copenhagen, the country's capital and Scandinavia's largest city, is well positioned to meet the needs of its industrial customers. These include many major international companies such as Carlsberg, Tuborg, Roulunds, IBM Distribution Centre, Dendy, Copenhagen Pectin, Lovens and many others.

Bjarne Brynne has been Chief Operating Officer of Willett Denmark since the company was formed in 1985. In recent years coding requirements in Denmark, as elsewhere, have become more demanding, as more and more variable information needs to be included on products and packaging.

Bjarne Brynne comments, "Coding requirements have changed dramatically in the last five years. Our customers are constantly seeking better print quality, reliability and economy. The recent introduction of the new generation large,

Denmark seen from foreign land. Looks but like a grain of sand. Denmark as we Danes conceive it is so big you won't believe it.

Why not let us compromise. About Denmark's proper size? Which will truly please us all. Since it's greater than it's small.

Piel Hein

medium and small character Willett ink jet printers keeps Willett in the forefront of this technology, enabling us to meet the coding needs of our customers in the 1990s."

The need for printing bar codes is increasing, as is the

need for supplying product identification equipment, incorporating conveyors, product handling devices, and special software. Bjarne Brynne explains, "The majority of our coding and labelling machines in Denmark are supplied as part of the system. For example, at the Danish chewing gum factory in Vejle there are 18 Willett machines. We developed the special software and mechanical handling equipment to enable our machines to be linked into Dendy's computer-controlled automated packaging lines and thus meet specific customer requirements."

The high level of service provided by Willett Denmark and the reliability of the equipment the company has supplied have been instrumental in confirming the decision of many of Denmark's leading companies to choose Willett as Denmark's coding company - a company greater than it's small.

## MAJOR BREWERY CHOOSES WILLETT SYSTEMS

On the largest bottling line at Denmark's leading brewery in Copenhagen, 33cl bottles are produced at the rate of up to 84,000 bottles an hour. They are placed in plastic beer crates and positioned onto pallets which need to be identified by labels containing essential information. Willett Denmark has developed a system for printing and applying labels to both the sides and the back and front of the pallets containing the crates of beer without the need for turning the pallets.

Willett has supplied two 2600 label printer applicators which are printing labels measuring 108 by 178mm with information such as a product description, identification number, time and date of production, expiry date and an EAN 128 barcode. All the information is downloaded from a central computer as the labels are required and as soon as they are printed they are applied to the front and back of each pallet by the applicators mounted on moving arms.

Also at the brewery, smaller labels are printed with the required information and then applied directly to the front and back of the crates of beer by using an advanced automatic lamp applicator system specially developed by Willett Denmark and attached to a Willett print/apply labeller. For this application a special label material is used which stays in place during transport but dissolves in water during the cleaning process leaving the crates ready for re-use.

On another bottling line, Willett 900 series large character ink jet printheads are used for coding onto the sides of cartons containing four six-packs of beer produced for export markets.



Above: Pallet labels are applied to a band of plastic film wrapped around the load. Below: An arm moves forward and applies labels to both sides of beer crates.



## Labels Seal Brake Pad Boxes

A/S Roulunds Fabrik is a leading supplier of original equipment to vehicle manufacturers, including disc brake pads. Identification of component and package are as crucial as ensuring that the right component remains in the right box until it is used.

To ensure this happens, a label containing information on the component, its part number, reference and quality number (in both human and machine readable form) as well as details of the make and model number of the car and a diagram of the component itself is printed and then applied over the front and top of the box so that the box cannot be opened without first breaking the label seal.

The labels are printed and applied by a system supplied by Willett Denmark.



The labellers apply labels across the corner of the box

## WORLDWIDE CONFERENCE IN GERMANY



The Interpack exhibition provided the ideal opportunity for Willett senior management and distributors from all parts of the world to meet for an international conference held on the Willett boat moored by the exhibition ground.

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# WILLETT GAINING GROUND IN THE LEBANON

Willett products already hold 50% of the ink jet market in the Lebanon where they are sold through Willett distributor Zakka Multitec Sarl and even in the face of stiff competition from other manufacturers the company is increasing its market share all the time.

Recent examples of sales of Willett ink jet printers include small character printers for coding bottles of detergents and mineral water and large character printers for coding fruit juice and ice cream cartons.

SNCI, part of Fattal Holdings, recently became licensee for several Unilever products, and is using Willett small character printers to code their products.

Willett small character printers have also been selected by Sannine, one of five companies in the Lebanon bottling mineral water.

## Russians Start to Adopt Coding

Willett Russia has installed a number of Willett small character ink jet printers in the plant of Azov, one of Russia's main food producers, to meet the growing demand for best before dates on food products.

Azov packs fruit juices and purées into glass jars. Michail Epishin of Willett Russia says the requirement for coding products with variable information is increasing to satisfy the demands of both home and export markets.

Azov says the ink jet printers are also being used to apply the number of the shift during production and their use is helping to improve quality and internal control procedures.



Date codes are now becoming more widely used in Russia.

The printers have been operating successfully for 24 hours a day, six days a week since their installation.

Fruit juice and ice cream manufacturer Libanijus has found Willett 3150 plus large character ink jet printers are not only ideal for marking its products but have also been able to help overcome a stock keeping problem by adding a number to



A Willett small character ink jet printer has improved the coding operation at SNCI.

## Every Metre of Film Marked

Orbital-Film of Wassandl, Germany is now marking reels of film with sequential numbers placed at one metre intervals, thanks to a system installed by Willett.

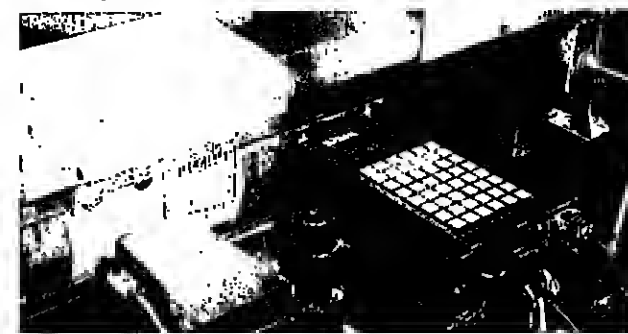
The company is using a Willett 3840 small character ink jet printer operating with yellow pigmented ink enabling both black and white films to be coded. The printhead is mounted on a traversing arm and a shaft encoder triggers the print every metre along the film.



Using pigmented yellow ink both black and white films can be coded.



Above: Sannine is the first mineral water bottler to adopt ink jet printing. Below: Boxes are both coded and counted at Libanijus.



## Helping Customers Choose

Contd. from Page 1

with overprinters integrated into the line. It is expected that future generations of the programmable overprinter will be capable of printing directly onto the finished filled packages including cartons.

### Draw on practical experience

The introduction of programmable overprinters into the family of Willett coders extends the range of choice to customers seeking ways of dealing with the onerous business of product coding and, at the same time, minimising the cost involved and ensuring optimal production line effectiveness.

As the application stories in this issue of Willett Worldwide News show, from egg marking with food safe inks and advertising on eggs ("eggvertising") to the installation of coding equipment in the dust-laden environment of a cement works in Argentina, our way of seeking to give the customer the choice is to draw on practical experience gained at the sharp end. We welcome additional application stories and we invite every reader to bring to us a particular need or challenge in the field of industrial coding.

### Further investments

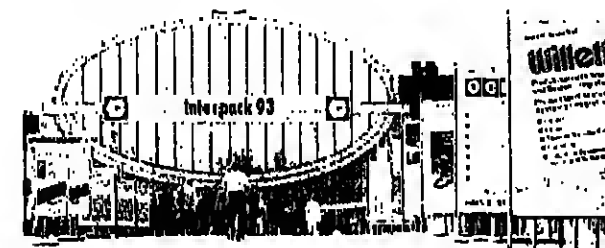
In the future, Willett's abilities to assist customers and the best means of coding in any particular industry sector or applications area will be enhanced by further investments in a group of people who will be focused on developing integrated systems where these are of particular importance. It has always been our aim to try and provide "complete products" rather than simply to sell coding devices. The new investment in a systems group, however, will provide the opportunity for us to work with customers on larger scale projects in the fields of industrial product identification. It is just another way of helping customers to explore possibilities and to choose the best approach to deal with coding and identification requirements.

Alan Barrell, Group Managing Director

## Visitors Flock to Interpack Stand

Once again Interpack was a tremendous success for Willett and evidence of the company's pre-eminence at the show was to be found everywhere from the buses ferrying people to the halls to the walkways within the exhibition ground.

Visitors could find the entire Willett product range on display and, with Willett personnel from every part of the world in evidence, they were sure to be able to find someone who could speak their language. Following an international press conference on the Willett boat, representatives of the World's trade press also came back to the stand to see the latest equipment from The World's Coding Company.



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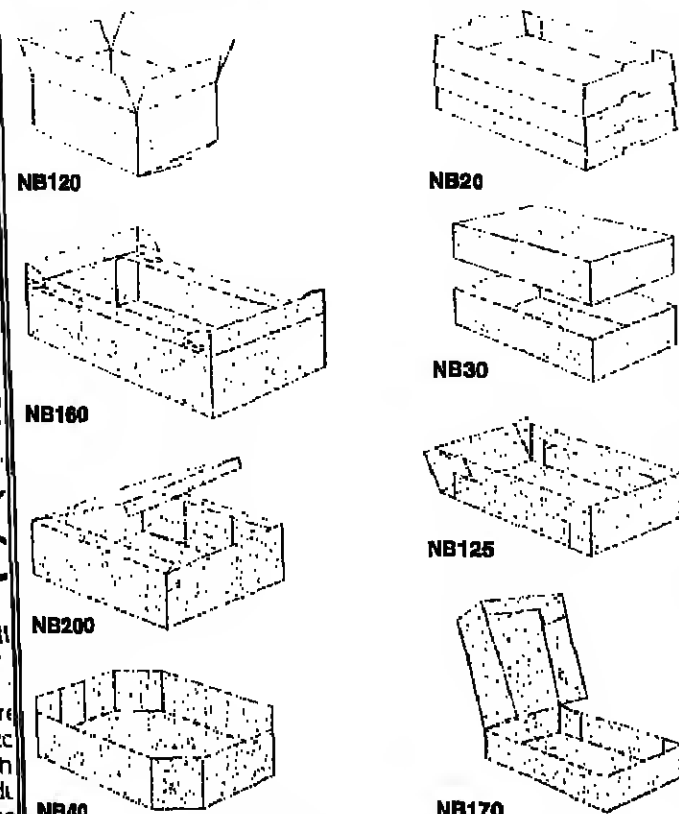


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## COMPANY NEWS

Europack Engineering Co Ltd has installed four new cad terminals to complete its three-year development programme at a cost of £250,000. The terminals allow all electrical and mechanical design to be produced on the system's Hewlett Packard ME10 software design package. It will enable Europack to develop fast, flexible end-of-line packaging solutions to meet a customer's exact specifications.

Limpac Plastics International Ltd has been awarded the 1993 Plastics and Rubber Weekly Award for Environmental Excellence sponsored by the British Plastics Federation for the company's Rastore foam egg cartons and clamshell-style burger boxes using multi-layer extrusion technology.

The products use a core of recycled EPS foam that is laminated between inner and outer layers of virgin material.

Limpac is also to invest in Europe's first recycling plant for used polystyrene food packaging. It will guarantee the supply of reprocessed polystyrene for use in Rastore and other products.

Petrol & Co (081-567 9920) has been made exclusive UK agent for marketing, sales and services of Hassia-Redatron, the German manufacturers of vertical film machines.

SCA Packaging Scotland is to invest £10 million in board-making, converting, material



Europack now offers a complete computer-aided design service

handling and systems support equipment at the company's Edinburgh corrugated fibreboard manufacturing plant.

Ripack Sefmat, whose UK agent is Ballinger Rawlings, has instigated the creation of a French standard - For portable devices used in the shrinking of heat shrinkable film NF E 65-140 - from the French standards organisation, AFNOR. It is the first standard governing manual shrink tools in Europe, and has been obtained by the Ripack 2000.

Adpack Machinery Systems has taken on the sole agency for Florida-based Poly Pack. Key features of the machines, which are manufactured in the US and Europe, are sophisticated collating systems, dividing and stacking and the possibility of higher speed production.

Howden Packaging Equipment Ltd has acquired Karmelle Filling Systems Ltd, the UK manufacturer of volumetric liquid filling machines (0924 264 247). Karmelle will gradually transfer its business to Howden's new premises at Wakefield, which already houses the recently-acquired Rose Forgrove and Filling Machine businesses.

Storey Evans, the UK packaging printer, has commissioned a £200,000 extension to its Leeds factory. It will initially provide extra production capacity and warehousing facilities for the company's cartoning business.

BP Chemicals is undertaking a three-year investment at its Wiggins polystyrene plant in northern France. It will modernise its control systems, increase operational flexibility and reduce volatile organic compound emissions by up to 50 per cent.

Envases UK Ltd (0630 630669) has begun production at its newly-constructed plant in Port Talbot, Wales. The plant is owned by the Spanish aluminium aerosol manufacturers, Envases Metalurgicos de Alava SA. It is only the second investment made by a Spanish company in the UK. The plant cost £17 million to build and will be expanded during 1994.

when two more production lines will be added.

Consolidated Plastics, the largest producer of polythene film in Ireland, has been acquired by British Polythene Industries plc. The business will be renamed CVP Ltd.

Mobil Plastics Europe has inaugurated its opp packaging films manufacturing site in Karkade, the Netherlands, first announced two years ago. The first production unit in the plant, an orienter for opp films with an annual capacity of 13,600 tonnes, was started up in September. This line brings Mobil's European capacity to over 72,600 tonnes per annum.

Eastman Chemical Company has joined with four partners to find new uses and markets for recycled plastics. Eastman Chemical and Eastman Kodak will work with Waste Alternatives and Michigan Molecular Institute, teamed with the University of Florida. A branch of the US Commerce Department will provide a US\$2 million grant for the three-year research project, with the partners providing the bulk of the funding for the \$5.8 million study.

Boner Carton Systems of Speke (051-486 1811), the latest acquisition within Low & Boner plc's carton division, has announced a £3 million investment in a six colour Komori Lithrone 40 perfecter printing press equipped with fully automatic plate changing, and a Bobst SP-102-CER II cutter/crosser. It represents the first phase of a £7.5 million three year investment programme in equipment.

ACI Rockware Group has been formed to bring together: Rockware Glass Ltd, ACI Rockware Plastics, Decorpart Ltd, Dartington Crystal Ltd and Presspart Manufacturing Ltd as well as its US associate Presspart Inc. The new group will continue to be part of the ACI Packaging Group which, as a subsidiary of BTR Nylex, manages BTR plc's worldwide glass and plastics packaging organisations.

Elit Alchem UK Ltd (0835 870000) has reported sharp October/November increases in

the price of pvc suspension resins, up by some £80 pmt for converters. The 20 per cent increase is a result of strong demand for product in the Far East in quarters 2 and 3, which led to a significant increase in European exports.

A shortfall of product is likely to remain for the foreseeable future, and the higher level of prices is expected to be sustained.

Figgie Packaging Systems Ltd (081-965 4021) has merged its beverage and non-beverage divisions and George Freeman will now be vice president, sales and marketing for the new organisation. This move is said to ensure a single source for all Figgie Packaging products in the bottling, canning and packaging industries.

John Weddington plc has entered into a joint venture with Cartomaster International Ltd of Canada (CMI) following the acquisition of a shareholding in the Cheeshire-based carton producers, Cartomaster (UK) Ltd, for an undisclosed figure. At the same time, Weddington has entered into a licence agreement with CMI for supply of narrow web carton presses.

Cartomaster will continue to operate from its Congleton premises under its existing management team.

BlowMocan Ltd (0908 566666) will invest £5 million over the next 12 months to extend its manufacturing area from 90,000 to 120,000sq ft on its 6 acre site in Milton Keynes. Part of the spend will be on additional blowmoulding lines with an increased level of automation in materials handling and packing.

It is set to increase bottle production - standard and milk hdpe containers - by an estimated 50 per cent.

Amalgamated Plastics (AP), the Potters Bar based manufacturers of plastics film packaging products is expanding into new, larger premises with the help of a £1.75 million financial package from investment capital group 3i. At present, the company operates from six sites, but will centralise operations by acquiring a 3.6 acre site adjacent to its main premises.

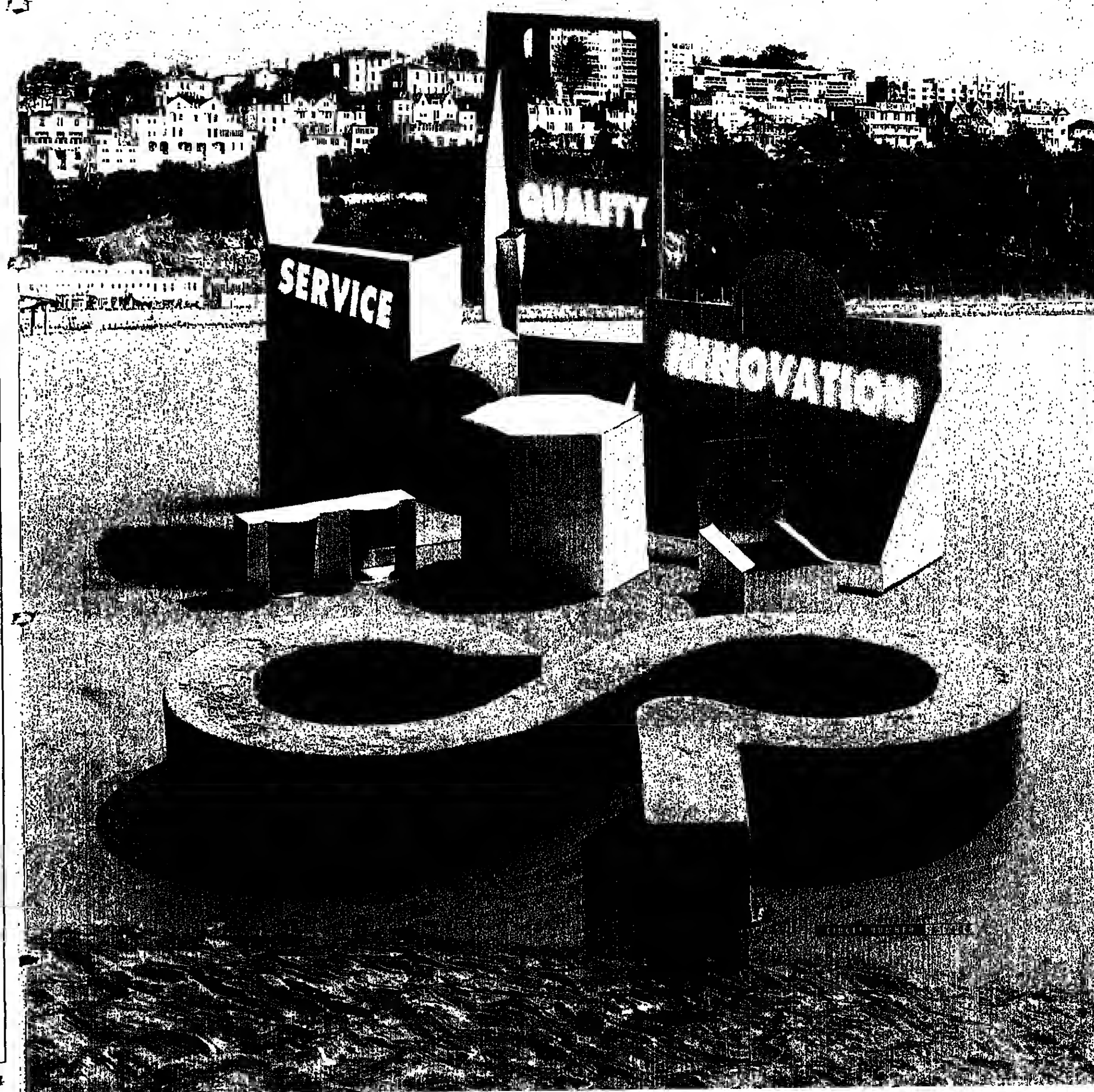
Impetus Packaging Ltd (0535 401424) became Continental PET UK Ltd in December, when it was acquired by Continental PET Europe, which is itself part of Continental Can Europe.

ACI Rockware Plastics has installed the UK's first Aoki 500NL injection stretch blowmoulding machine at its Norwich factory, a move costing some £500,000.

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## Accurate and fast weighing with ease of cleaning and changeover

Environmental and health and safety legislation have driven many of the latest offerings in machinery, with last year's Interpack, as well as the PPMA show, as a showcase for much of the 1993 equipment which we review here sector by sector.

Manual handling concerns have had an effect at all stages of production and packing, but particularly at the end of line, with a need for alternatives to manual palletising. As at other stages of the line, material saving has also been stressed.

While technological advances such as management control and information systems broke new ground in quality control, lower-cost systems were offered in labelling, marking and coding and such areas as resealability in flexible packaging.

Cartoning and traypacking is one of the areas to have been influenced by environmental pressure to reduce packaging, with robot pick and place assuming an increasingly important role. Higher speeds remained a major concern - in particular with sectors such as liquid filling - but as always this was a feature offered by machines across the board, as well as fast changeovers.

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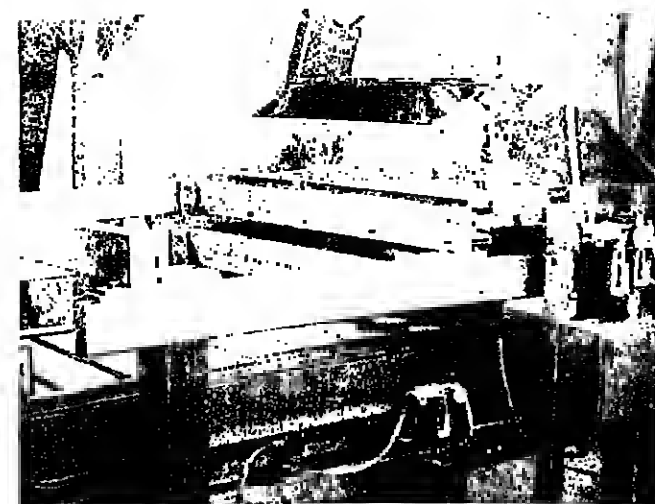
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The Solus at Snackmasters, designed and built by Smarshall Ltd. four weigh heads operate, for up to 140 weighings a minute

A linear weighing system installed by Snackmasters at Abercrombie to dose plastic pots with noodle-based product has achieved accuracies of 0.5g, speed up to 140 a minute and is particularly easy to clean, according to manufacturer Smarshall.

**While accuracy and speed remained paramount in weighing systems, there was improvement in changeover time and ease of cleaning.**

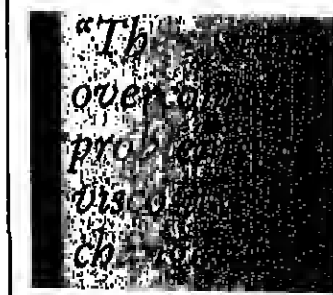
The four head Solus machine fits over the production line and each head is just 150mm wide, to save space, and operates over a short distance from hopper to weigh-pan to pot. Performance is continuously monitored by a central computer.

**"Operates over a short distance from hopper to pot"**

"This machine is capable of achieving performance levels better than any other machine. We required a fast and accurate system for our operations and the Solus provides this," says Errol Barker, managing director of Snackmasters.

Accuracy in filling was more important for Snackmasters than sheer line speed, with easy access to the workings of the unit as another priority. Indeed, according to Malcolm Davies, managing director at Smarshall (tel: 0885 482889) the Solus has space-saving and cleaning advantages over a multi-head weigher. While the Solus has only four pans and four feeder units to clean, an equivalent multihead would have 28 pans and 14 feed trays, he points out.

Setting up involves only the input of the total pack weight, and from this the computer cal-



culates the weight tolerance for individual product batches. Up to 50 product codes can be stored in the system's memory. Motorised weight adjustment was introduced by W A Lane for its L-18 high output vertical fill sachet machine, providing quick changeover between viscous and more free-

flowing products.

The system overcomes problems of viscosity changes in products as ambient temperature rises or falls, avoiding the usual need to stop the machine for adjustment.

It also solves the problems experienced by fillers handling products of different viscosities. Providing the viscosity difference is within a fairly limited range, these products can be run consecutively with no machine downtime, suggests Lane (tel: 071 434 3778).

The system, which operates by increasing or decreasing filling piston stroke via a motor, is available as a retrofit on L-18 systems and can also be controlled via a closed loop from a down-line checkweigher.

**"It can be controlled via a closed loop"**

Additions to the Z Series of multi-head weighers were announced by manufacturer Ishida (Europe), including a ten-head version said to allow accurate performance at higher speeds previously only possible on the 14-head model.

An enhanced version of the 14-head weigher was introduced, offering features to simplify operation and reduce maintenance, which will become standard on all models across its range, says Ishida (tel: 021-541 1441).

For tablet counting, Swift-pack Automation launched the SPC 4P machine, designed as a cost and space efficient tablet top unit for small to medium volume production lines.

It is possible for the system to be supplied for bench mounting or as part of a fully automated system and it incorporates special light curtain sensors for high and consistent count accuracy, comments Swift-pack (tel: 0789 423833).

## Filling technology develops

The idea of applying blow-fill-seal aseptic filling technology to one-trip drinks currently packed in cartons was put forward by West Yorkshire-based MB Manufacturing Consultants, which developed what is claimed to be the first British designed and built blow-fill-seal (bfs) system.

Up to now applications have been predominantly in the pharmaceutical industry, where higher levels of sterility, confidence and cost advantages over traditional filling methods have been claimed. However, according to Ray Sheppard, designer of the new FAF system, advantages of reduced bottle and cap stocks and lower space requirements are equally applicable in the soft drinks industry.

"One of the main advantages of bfs is that you can see the product you're buying, and because the polymers used are recyclable it is also a more environmentally friendly solution for one-trip drinks," he says.

Blow-fill-seal also has advantages over glass and conventionally formed and filled plastic bottles, which have to be sterilised between manufacture and filling, says MB Manufacturing Consultants (tel: 0829 41438).

In conventional in-line liquid filling, an installation at Boots Contract Manufacturing demonstrated how the increasing use of puck-based systems is automating the operation and removing the speed limitations of unstable containers.

Boots has installed a Technofill filler from C E King (tel: 0932 565191) to handle shower gel-type containers which, unable to be stood upright, were previously filled by hand at around 18 a minute.

Dubbed 'tortles' because of their combined tube and bottle characteristics, the containers are now placed in pucks and filled at 40-50 a minute.

Tortles vary in size between 40 and 200ml but all pucks have the same outside dimensions. When product, pack type or fill volume change, different pucks are used but in most cases this

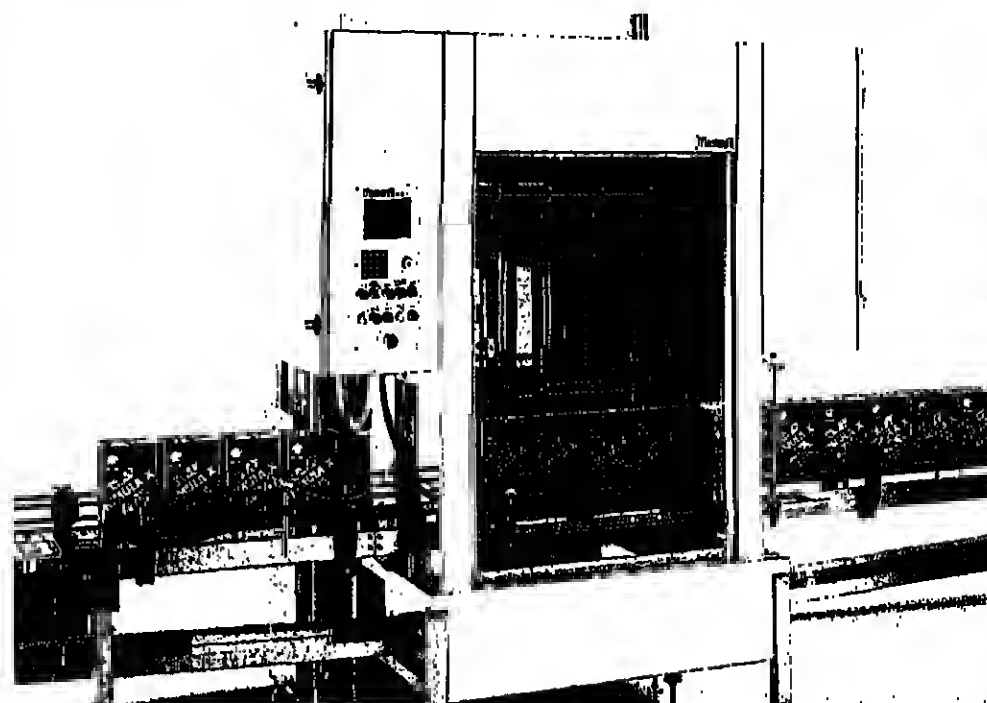
**Blow-fill-seal aseptic filling technology for soft drinks emerged in 1993 as a potential competitor to liquid-fill cartons while, in conventional in-line liquid filling, there was evidence of higher speeds and reduced changeover times.**

means there is no need to adjust guide bars or filling head positions. In some cases the heights of the filler and cap tightener do, however, vary.

Indeed, according to Boots, even stable bottles would benefit from the use of a puck system, since positioning for filling

minute on 1 litre oil containers. Settings can be changed over automatically with only the lane guides requiring manual attention for a change of container.

For valuable liquids, residual product can be drawn to the first filling head, so ensuring there is minimal wastage, says



The Multifill fully automatic filling machine from Masterfill

is so much more accurate. The Airdric plant now says it will consider using pucks for filling other products, having seen the container stability and fast changeover achieved with the King system.

Quick size change - within 10 minutes - was put forward by Oeme as a principal advantage of its first in-line filling machine, launched at Interpack.

Two versions of the Lynx system give capacities from 50ml up to either 2.2 or 5.5 litres with speeds typically 90 a

minute (tel: 0635 298171). The machines can fill a range of container shapes up to 400mm high with liquid and viscous products.

Masterfill also launched a new filler, the S1000-HS benchtop mounting semi-automatic unit, which replaces the floor-standing model previously supplied by the company for the 5-1000ml container size range. According to Masterfill (tel: 0296 25001), the S1000-HS requires less working area than other benchtop piston machines as a result of its drive system.

Meanwhile, Van Leer Closure Systems won a five-year contract to supply 45mm closures to ICI Agro Chemicals as a result of its new Sure-Seal system, said to overcome errors and inaccuracy often found in induction sealing operations.

The Sure-Seal system combines a specially developed induction heat seal closure with an improved wad, and a special coil design on the induction heat sealing machine together with a patented setting and quality control aid.

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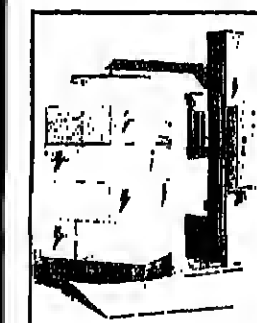
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CIRCLE NUMBER K1-441

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CIRCLE NUMBER K1-437

## Efficiency lift for inkjet printers

**Two principal developments stood out in labelling, coding and marking machinery: the advent of lower cost inkjet printers and the arrival of electronic thermal overprinters to apply the data and lot codes usually printed on cartons and flexible packaging by hot foil coders. Speed and accuracy improvements were recorded in both decorative pressure-sensitive labelling and in the print and apply barcode labelling field.**

September saw the introduction of a small character continuous inkjet printer from Videojet Systems International, priced at £4,750 for low volume manufacturers or larger operations with just basic coding needs. According to the company's UK general manager Adrian Shepherd, the Videojet 37E "brings the pace of mind of continuous inkjet into the drop-on-demand market for the first time".

Despite the £4,570 price tag, the machine still includes many features of existing Videojet equipment, such as the patented fluid control system and SurePrint software. These are said to ensure an efficient use of ink and give the machine the ability to monitor its own performance.

Indeed, for the first time, the market is offered a low cost printer with the fluid control of the world's most economic continuous inkjet printer, claims the company (tel: 0707 275844). The 37E operates at 37 metres a minute and can print single or twin line alphanumeric codes up to 40 characters long. It can serialise, automatically advance expiry dates, as well as real date and time, in character heights ranging from 2.8 to 4mm.

For case coding, a low cost inkjet printer able to provide three character heights up to 22mm in any combination was launched by Padlocker (tel: 0264 357511).

This self-contained unit, the Multi II, can hold data for up to 177 different messages in mem-

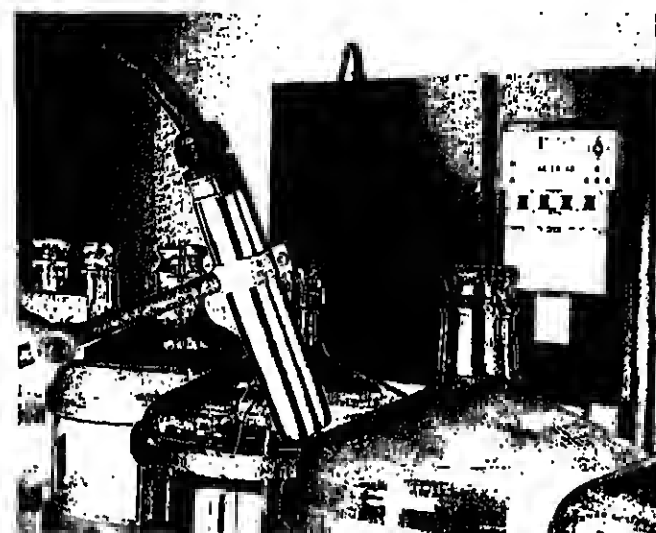
ory, while four automatic codes corresponding to different shifts over 24 hours can also be programmed.

A new generation small character inkjet coder for printing up to four lines of variable information, including bar codes, from a single print head, was launched at interpack by Willert. Called the Willert 3900, it will print up to 2133 characters a second and is available as single or twin head options. In particular, the unit

at the Creative Packaging exhibition in March, operates at speeds up to 60 metres a minute and is able to store information for 200 barcodes in memory.

"Our market research has shown us that of the three areas this equipment serves, namely generic case printing, large character printing and barcodes, by far the largest requirement was for barcodes," says Cueprint and Tony Coleman.

A high resolution inkjet capable of producing solid,



The 37E inkjet printer from Videojet Systems International

is compact, easy to install, operate and maintain says the company (tel: 0536 400777).

Continuing the theme of lower cost, Cueprint announced a new version of its Classic inkjet barcode and outer case coder, selling for under £10,000. The twin head system, shown for the first time

sharp characters, graphic designs and barcodes "very close to pre-print quality" at speeds over 63 metres a minute, was shown at interpack by US manufacturer Marsh.

The system is able to produce characters 5-26mm high at Pixel sizes down to a nominal 0.008in wide x 0.015in high. Each print head can give up to four lines of copy, while multiple print heads can be used to print large graphics and logos.

Messages can be changed without stopping the packaging line, providing fast changeover and a significant reduction in potential errors, says Marsh (UK agent Lynch Technology - tel: 0342 313622).

One new market to emerge for inkjet during the year was egg coding, following government acceptance of recommendations put forward by the

Advisory Committee on the Microbiological Safety of Food on 'salmonella in eggs'.

Appropriate inks were announced by most major inkjet manufacturers, with the latest, from Domino, incorporating a self-disinfecting formulation capable of killing any microbiological or fungal contamination which may enter the ink, says the company (tel: 0954 782551). The new ink, RD4503, is soil-resistant on most eggshells for 3-10 minutes.

There was increased competition as well, between inkjet and dot matrix laser systems to mark best before and other codes, with Lyons Teley for example installing an XYmark system from Lumonics Hull to code its tea cartons.

The XYmark 7000 is a dot matrix laser in which codes can be altered from the keyboard, without changing a mask, and is able to code through the overwraps of Lyons Teley's cartons. It requires no routine cleaning or maintenance, says Lumonics Hull (tel: 0482 831154).

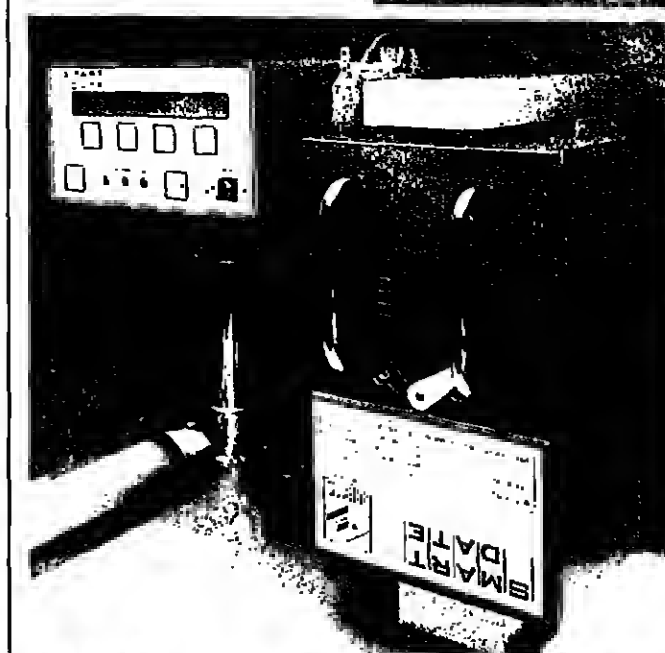
"The XYmark was value for money, met our operational requirements and, because it involves no inks or consumables, has additional savings and hygiene benefits," says Malcolm Mitchell, packing and engineering manager at Lyons Teley.

There was also competition in the hot-foil coding market, with several manufacturers announcing programmable electronic thermal transfer coders to operate either on-line or off-line, marking dates, batch codes and even barcodes if required on cartons, flexible packaging and labels.

One of the first to announce a system was Prestek (tel: 0602 253220), which demonstrated its SmartDate machine at interpack. With a price and size which matches hot foil coders, the unit has been designed as a direct retrofit for hot foil systems and will fit easily onto existing form, fill and seal as well as labelling machines. "We have concentrated our development on the size of the unit to make it a true retrofit machine," says Steve Buckley, md of Prestek.

Prestek also launched a series of high-speed print and apply bar code labelling systems aimed at the variable information coding requirements of traded units.

The Cimjet 2000 series use a



Prestek's SmartDate electronic overprinter for on and off line use

print head able to operate at 250mm a second and, says Prestek, will maintain speed when extra variable information such as a time code and sequential number is printed in an additional, supplementary barcode. This means that typical 100mm long labels can be printed and applied at speeds up to 150 a minute, even when each label is different, says the company.

Also entering the print and apply barcode labelling market was Harland Machine Systems with the Pictor, described as a highly intelligent standalone system which can be integrated into different operations.

Two years' investment in software application technology went into the project with the result, says Harland (tel: 061-8480622), that the Pictor is particularly user friendly and gives value for money.

### "Without a turntable"

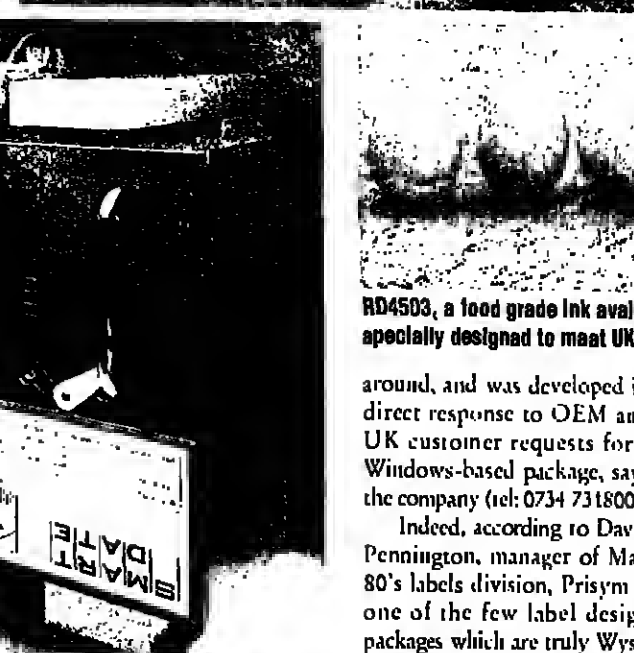
On the print and apply pallet labelling front, Logopak introduced its 820 P2 machine which meets ANA recommendations for two-side labelling without the use of a turntable.

Print width is 216mm, with the facility for printing up to A4 size for large character and other needs, says Logopak (tel: 0904 692333), while the machine can be operated without the need for a pc link, by virtue of Logopak's Leap software. All label data is held within the machine.

Higher speeds for in-line pressure-sensitive labelling were announced at interpack by Italian manufacturer Etipack which demonstrated its Pharma Top machine, able to handle small cylindrical containers such as pharmaceutical vials at speeds up to 400 a minute.

The machine, which switches automatically between its twin labelling stations to provide continuous operation while one reel is replenished, gains its speed by feeding labels at 90deg to product direction, rather than parallel.

As a result, the feed mechanism need only advance the web by the height of the label, rather than its length, which may be three times greater. This eliminates the principal speed limitation on in-line pressure-sensitive labelling machines, says Etipack (UK agent, Sussex



Domino RD4503, a food grade ink available from Domino UK Ltd, has been specially designed to meet UK legislation for coding onto eggshells

around, and was developed in direct response to OEM and UK customer requests for a Windows-based package, says the company (tel: 0734 731800).

Indeed, according to David Pennington, manager of Map 80's labels division, Prism is one of the few label design packages which are truly Wysiwyg, with screen displays giving accurate representations of the final printed label.

Just-in-time printing of generic cases and trays - with bar codes and graphics - took a step forward with the introduction of Domino PackTrack's PT3000

system, offering an enlarged print area of 250 x 600mm compared with the earlier PT2000's print area of 250 x 350mm. This allows the user to print full quality graphics and logos onto the case, rather than just variable information such as barcodes. Speeds have been increased as well, from 32 cases a minute to 50 a minute, using computer-generated stencils.

As a result, says Domino PackTrack (tel: 0483 440355), cases can be printed for 0.3p, against 1.7-2p for a label, and the storage space required for pre-printed flexo cases reduced.

With labels now at 90deg to web direction, three in four times as many labels can be held on a given reel diameter, extending the interval between reel changes by a similar factor.

High accuracy was the deciding factor behind the first UK installation of Pago's 100 front and back pressure-sensitive labeller at contract manufacturer and packer Richards and Appleby. A specific product range required accuracy to within 0.5mm on both back and front bottle labels and, after extensive statistical analysis tests with other machines, R & A's engineering manager Bill Cropper declared: "No other labeller seen or tested could match the accuracy level we needed."

With its special top hold to grip the bottles, the 100 virtually eliminates the need for change parts, Pago adds.

An applicator designed to overcome the problems of attaching large labels to curved surfaces, such as pails, was shown for the first time at Labelexpo by Danish company Fischer.

Labelling packs from a random infeed at speeds up to 20 a minute, the machine employs a stepper-motor drive and vacuum to stop and hold the label until the pail is in position on the conveyor. Then an elasticated mesh pushes the label against the surface, ensuring the best all-over adhesion, says Fischer (tel: 010 45 42 150024).

Full wraparound plastics labelling, as an alternative to printed decoration of cans, is provided by the Contiroll-Can full surface, edgeless labelling system, introduced at interpack by Krones. A label turret, labelling station and shrinking turret are all combined in the one machine, which provides a label that follows the profile of the tapered upper and lower ends of the can.

The system allows bright cans to be called off for labelling as required, simplifying stock-holding and increasing production flexibility, points out Krones (tel: 0942 840044).

Software to allow true design elements to be incorporated in computer-generated labels for the first time was introduced by Map 80 in its Prism for Windows package.

This incorporates word processing elements, such as cut and paste and word wrap-

around, and was developed in direct response to OEM and UK customer requests for a Windows-based package, says the company (tel: 0734 731800).

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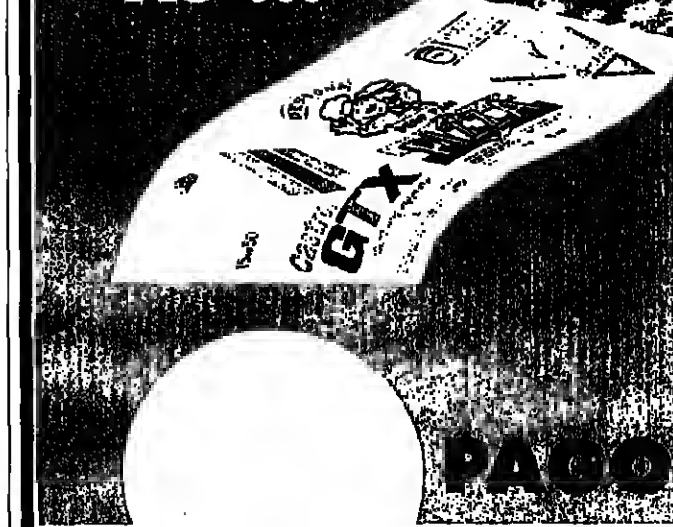
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CIRCLE NUMBER K1-409



# Emphasis on networking for added security

Advances in metal detection were perhaps one of the most consistent quality control themes at October's PPMA show where higher sensitivity machines, and a series of networking systems to provide management information in a number of forms, were shown for the first time.

A twin-channel machine in which there are two separate live channels with independent setting and detection for ferrous and non-ferrous metals was demonstrated by MDL Bookels. In this way, the new Bookels TCD - twin channel detection - range of metal detectors provides the highest sensitivity for both types of metal within a single machine, says the company (tel: 021-557 2104).

In addition, the micro-processor-controlled detector has automatic product tracking to maintain sensitivity, despite changes in product effect as a result of a rise or fall in moisture content, temperature or salinity.

Set-up is via a self-learning process, with memory for up to 40 different products, while the auto test facility provides continuous testing of the entire system, including the operation of the reject device when connected.

Loma Systems introduced

**Networking and management information systems continued to make the running in metal detection and pharmaceutical packaging security systems while there were further developments in seal integrity testing and to ensure correct cap torquing.**

its Intelligent Sensitivity Control concept on the Superseal Micro detector, providing constant calibration updates without operator intervention. Previously, says Loma (tel: 0252 540346), sensitive scanning from other units had to be paid for with high operator involvement.

## "Accessing information"

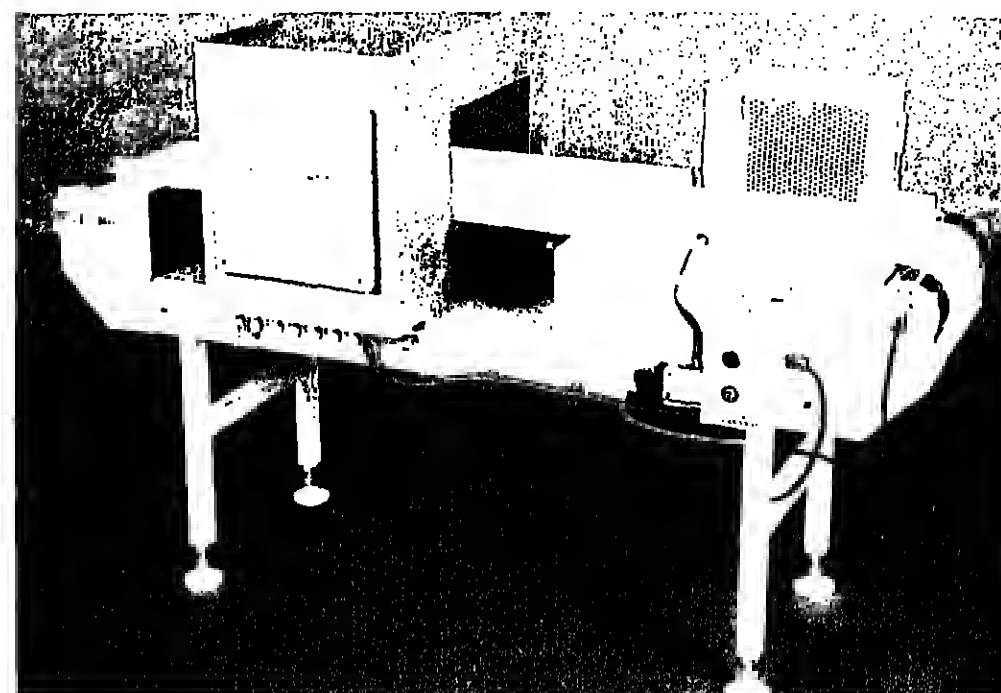
The ISC approach joins the Loma Computerlink management information system, launched at interpack, which allows users of the company's metal detectors and checkweighing equipment to access information in whatever way is required.

Rather than having special software written or having to work on reports from individual machines to make them meaningful, the four different

levels of Computerlink enable companies to gain production data and configure the reports quickly and easily, says Loma. Lomaview, for example, uses a network capable of linking to 128 Loma machines and employs a real-time, Windows-based data presentation and manipulation package.

Cintex also introduced a networked system at interpack. The Management Information and Control System (MIACS) allows up to 60 metal detectors to be operated simultaneously through a remotely sited pc and also provides comprehensive data collection facilities, says the company (tel: 0753 685261).

Central monitoring and data collection of up to 64 metal detectors is provided by Hitech's new Metal Master, a pc-based system which, for simplicity, is controlled via a mouse rather than keyboard. Metal detectors within a



MDL Bookels twin channel detection (TCD) metal detector: two live channels with independent setting

factory are split into four zones and the status of each zone displayed continuously on the screen, either in green or, if one of the detectors in the zone is non-operational, in red.

Clicking the mouse onto the appropriate zone then brings a display of each individual line - identified by name - and its operational status. Clicking onto any line brings up a full report on the individual metal detector installed.

The Metal Master system can also be used to change product settings on individual metal detectors remotely, says Hitech (tel: 0273 454511).

For detecting metal within metallised film packs, Yamato Lock Inspection Systems announced its new 'waiver thin' Metalechek system for installation between a multihead weigher and vertical bagging machine, or in other applications where clearance is insuffi-

cient for conventional detectors.

The company points out that conventional ferrous in foil metal detection systems mounted after bagging can only work successfully on ferrous contaminants. Should metal be detected, the Metalechek will signal the bagger at the correct moment, ensuring that a contaminated pack is either held or rejected says Yamato Lock (tel: 061-624 0333).

Meanwhile, a check-

weigher that can be upgraded with no extra or modified hardware, from a simple 'policeman' unit giving pass/fail decisions, into a full quality control system with feedback to weighers and a complete communications system was developed by German manufacturer Optima.

The EC Series checkweighers use a new intelligent weighcell with its own central processing unit that allows all functions to be software driven, rather than hard-wired.

This, says agent Sussex and Berkshire Machinery (tel: 0420 22669), is a major advance in checkweigher technology, providing a simple and economic means of meeting future requirements and any need for communication with upstream and downstream machines.

"By defining all operations in software, the scope of a basic, entry level machine can be increased virtually at will," explains Peter Kierans at S & B. "Instead of adding new circuitry or boards, which may need to be specially built, a complete custom-designed system can be created simply with new software. This is invariably faster to provide and completely flexible."

Non-destructive seal testing equipment able to give 100 per cent inspection on vacuum packs and snack foods at speeds up to 100 packs a minute was brought onto the market by the Ishida Europe subsidiary, Ishida Nonpareil.

The Vac 100 vacuum pack seal integrity tester is said to be the first of its type for vacuum packs and can detect the smallest seal imperfection, says Ishida Nonpareil (tel: 021-541 1441). The INT 100 and INT 200 snack testers are said to be capable of detecting a hole in a pack as small as a pinprick.

Both systems apply pressure to the completed pack, using an electronic system to measure minute changes and variations in pack pressure to detect seal irregularities.

Problems with caps and closures that back off and become loose after a tamper evident membrane has been applied to the container neck by induction heat sealing were tackled by Newman Labelling Machines with a retorquing unit.

**"Straddles packaging line conveyor immediately after the sealer"**

The Model CRT has been developed in response to the growing number of pharmaceutical, chemical and foodstuff manufacturers that are experiencing problems in this area, says Newman (tel: 081-440 0044) and will straddle the packaging line conveyor immediately after the induction sealer.

Able to match the speed of conveyors running up to 15 metres/min, the machine can retorquing caps on containers of



MIACS, the Management Information and Control System from Cintex: 60 metal detectors can be operated simultaneously

50-300mm high, and with diameter or face widths of 13-110mm using screw caps up to 100mm diameter.

For torque testing, an electronic system was introduced by KMS Packaging Services (tel: 0531 635291) to replace the traditional spring-type tester for both production and laboratory use.

Made in the USA by Styrotech Corporation, the TM 10 can handle containers of all shapes and sizes up to 5 litres, with the possibility of size expansion to 10 litres, and can be optionally equipped with a time/date stamp for recording the time of each test on the container. An internal memory holds up to 1000 torque values.

**"Missing label and cap detection"**

In pharmaceutical packaging security, Parke Davis installed an improved system - including missing label, cap and overprint detection - based on a P5000 PCS system from Prestek (tel: 0602 253220). This is fitted to a PPM 350 bottle labeller which has been supplied by GEI to apply single labels to round bottles on Parke Davis' Oralene line.

The improvements include missing label detection via ultraviolet sensors which will detect low levels of luminescence on coloured labels that previous sensors could not. There is also a special reject system which enables two different processes to come into operation, depending on the fault detected. For most faults the bottle in question is rejected while the line remains in motion.

However, when a missing cap is detected the faulty bottle is shifted to a reject point and the machine stops and displays the fault. This avoids the mess that would otherwise occur with an uncapped bottle being rejected.

There is also missing overprint detection operated by examining a 'window' on the product for print presence as it passes the sensor.

Intelligent barcode readers for pharmaceutical security were introduced by Eyesys (tel: 0954 211632) to complement the 'one terminal line security concept'. This means a complete line being programmed and monitored by a

cameras ranging from high resolution to infrared, automatically checking pack surface details such as label placement, ink jet quality and correct lot coding automatically.

**"Upgrading is easy"**

Standard pc hardware and modular construction means that upgrading is easy and maintenance economic, says Hadland (tel: 0442 832525). Various lighting and strobe systems can combine with the different cameras to suit specific applications.

Finally, Nottingham-based Robux came up with a 'sniffer gun' to detect rotting fruit. The first units are hand held to establish and indicate the quality of boxed oranges, but in-line sensors on packing lines and within the distribution chain could follow, says the company (tel: 0602 286463).

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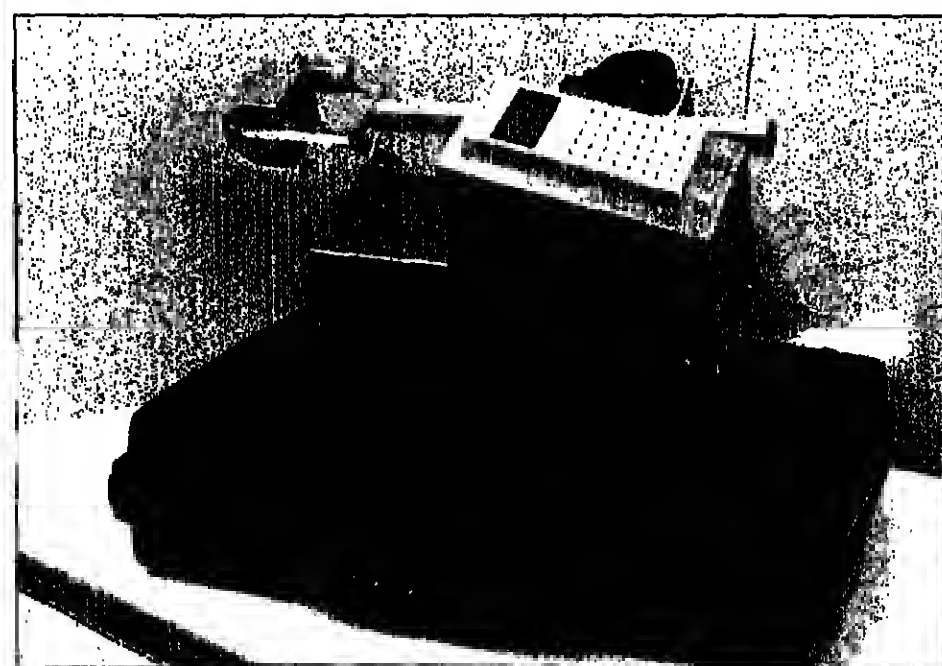


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CIRCLE NUMBER RT-422

PACKAGING NEWS/JANUARY 1994

# A MINUTES SILENCE FOR ORDINARY GEARED MOTORS



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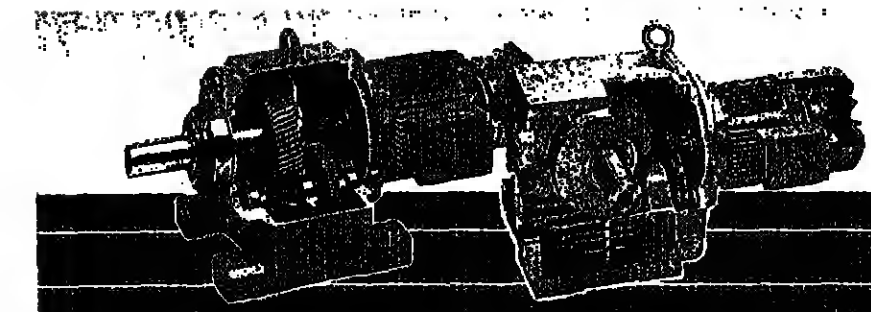
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CIRCLE NUMBER RT-401

PACKAGING NEWS/JANUARY 1994



# Accent on materials savings

**With the Manual Handling Regulations as a backdrop - and pressure from some markets, particularly Germany, for board transit packs, end-of-line operations have been characterised by further methods of caseloading less easily handled products such as bags and fresh produce. In shrink and stretch wrapping the accent appears to have been on continuing materials savings, equally applicable to pallet-wrapping.**

Interpack saw the launch of a case and tray packing system developed by Netherlands-based Blueprint Automation to load single or double rows of flexible bags, often still placed by hand. Up to 120 bags a minute can be handled by the Row-Stack RS-400, which is available in side or top load versions and with in-line or cross feed.

Also shown by the company (tel: 010 3480 10999) was the MCR-A system with pre-programmable automatic size change to handle a variety of

different size flexible packs. The basic model handles up to 80 bags a minute, but by adding a high speed collation module speeds up to 140 a minute can be achieved, says Blueprint.

Manual case-taping - the source of wrist strain and other forms of repetitive strain injury amongst operators - was tackled at a major unnamed UK food company with four ergonomically designed case-sensing lines developed by Endoline (tel: 0767 316422).

By giving adjustable heights for hand-packing and

by storing blanks at three different heights above the rapping unit, the company has made allowances for the differing heights of the operators. Excessive bending, stretching and lifting of heavy weights is also avoided.

Each machine consists of two taping units with three packing stations either side, and includes a powered roller conveyor and adjustable top rails for holding down the top flaps for sealing by the Model 605 tapers. These have quick release side drive units for maintenance and cleaning and pneumatic cylinders to raise the entire assembly when the bottom reel requires changeover.

From Finland, came details of a case-packer developed for farm produce packer Farmagro to replace manual loading of growing lettuce into transit cases at up to 60-70 a minute. Each row of produce slides down a Teflon-coated chute into the inclined case. If there is a hold-up with the case-packer, product is diverted onto rotating tables which were part of the previous manual operation.

Air jets fired through holes in the side of the case push one row of pots back to allow room for the next. These holes and a gap between the sealed case flaps also allow ventilation during transit. The system was supplied by Orfer oy (tel: 010 358 1877 5800).

For pallet loading and

wrapping operations that, by virtue of their throughput, are still carried out by hand, Southworth Handling introduced a method of reducing physical effort with its Stack N Wrap system, based around the established Pallet-Pal system.

Pallet-Pal is a self-levelling table which automatically lowers as pallets are loaded, with an integral turntable for near-side loading. The addition of a powered friction drive to the turntable enables the loaded pallet to be rotated for the operator to use a hand-held reel of stretchwrap film from one position. Loading and wrapping at a single station saves both time and space says Southworth (tel: 0635 874404).

Pressure for transit packs using a single material, and less of it - particularly board - was behind the paper banding system developed by German manufacturer Roco Packaging Machinery to produce transit packs for cans, bottles and jars at up to 40 a minute. Base tray,

product and tray lid are wrapped in banding paper, which is then stretched and pressure glued giving a 45 per cent material saving compared with conventional methods, says Roco (UK agent Ballinger Rawlings - tel: 0442 217555).

The zest for more board transit packaging was seen also in the launch, at interpack, of MAF's Combimatic 700 compact wraparound tray and case packer/lidder. Able to provide a variety of case and tray styles at speeds up to 17 a minute, the machine is said to provide a compact alternative to separate casepackers and lidlers employed to provide corrugated transit/display packs. UK agent is Sussex & Berkshire Machinery (tel: 0420 226609).

Meanwhile, BWI Fords Packaging Systems introduced an erector for large RSC cases - up to 480 x 450 x 400mm - with a weight support system in the magazine to allow a large number of blanks to be loaded at one time without risk of poor feeding.

The ACE 1 Rockwell Packfast case erector was shown for the first time at October's PPMA Show. It provides up to

25 cases a minute, says BWI Fords (tel: 0234 852365). An automatic feed table for several pallet loads of blanks is also available and indexes each pile forward, automatically replenishing the magazine for continuous working.

On the shrinkwrapping front, manufacturer Oeme reported considerable savings in glue and cartonboard costs at Coca-Cola Canada, where one of its latest high speed shrinkwrappers has been installed to handle 170 x 24-can collations a minute.

## "Adhesive unnecessary"

The savings arise because side boards are formed only on the four-can side of a 6 x 4 collation before the film is wrapped around, so no adhesive is necessary. And, while material savings are also realised by the system, there is still adequate area for coding the tray. The TH/85/F/2 machine also handles printed film in register, with or without supporting trays.

To ensure that smaller trayless collations such as 4 x 3

packs keep their shape during wrapping, and to avoid 'staggering' of cans along the conveyor, the system incorporates a U-shaped tray inserted under the cans which stabilises them throughout collation, says Oeme (tel: 0635 298171).

Capital cost savings were highlighted by Aetna UK with a Dimax single film roll out and wrapped sleeve wrapper and shrink tunnel demonstrated at the PPMA Show before delivery to Taunton Cider.

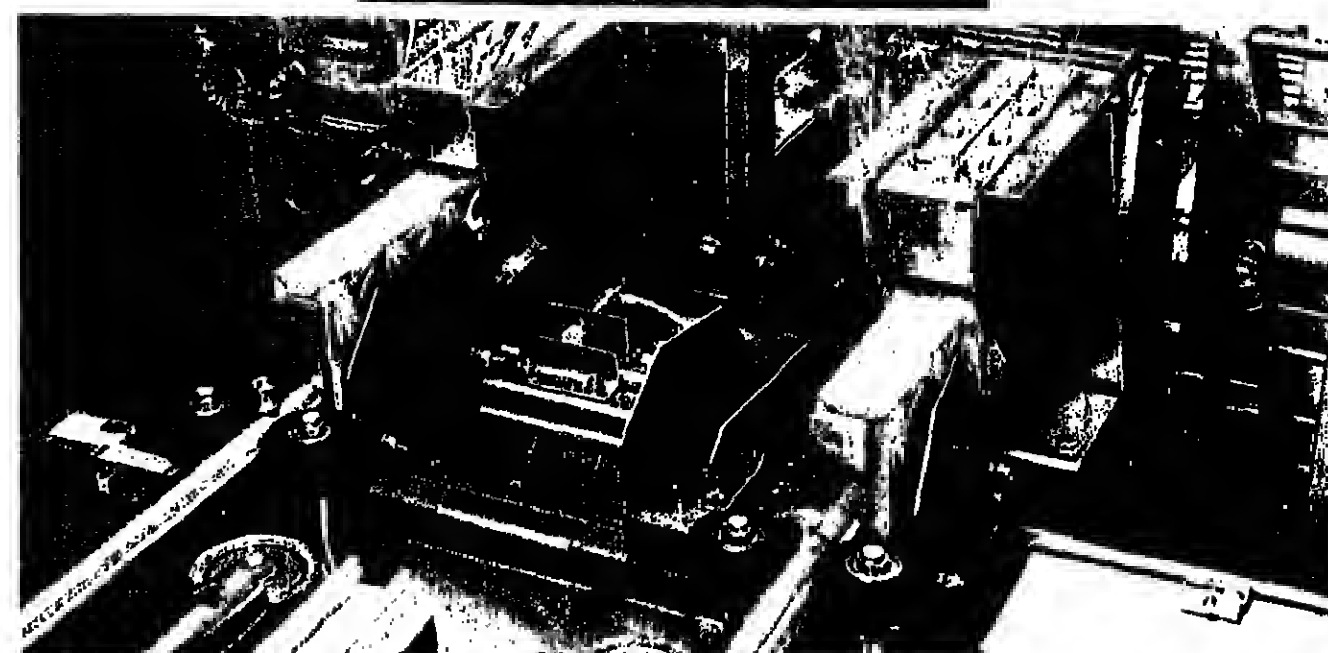
The Starfilm LS-V tray loading wrapper is a single reel machine, with wraparound tray facilities, and operates at speeds of up to 32 collations a minute. As a result of mechanical simplicity, the machine competes favourably on price with twin-reel machines running pre-erected trays, says Aetna UK (tel: 0234 376744).

A contribution to lower shrinkwrapping costs from EDL (Packaging Engineers) was a print registration system for its twin-reel Flight Bar stretch sleeve wrapping machine, providing an economic method of producing promotional multipacks, says the company (tel: 0271 45351).

Up to now, points out EDL, the only sleeve wrapping equipment able to run printed film in register has been the single reel cut and tuck systems. "These high speed machines also represent a level of capital investment that only big volume manufacturers can justify. The EDL machine now gives the same facility, but at far lower cost, bringing branded multi-packing within the reach of most food and beverage companies."

For totally enclosed shrinkwrapped collations of aseptic cartons, Polypack announced its ASP 2000 machine, handling feed rates of up to 150 cartons a minute with rapid changeover and gentle product handling.

To avoid back pressure, which might compress the brick-style cartons, the machine



An electro-mechanical pusher allows consistent and precise transfers. The system will produce collations of three, six and nine packs

employs a series of product clamps, while continuous guiding provides stability and ensures straws do not become detached. An electro-mechanical pusher allows consistent and precise transfer, says Polypack (tel: 0923 235032).

Carton sizes can range from 200 to 350mm and be produced in collations of three, six and nine with changeover achieved in minutes by selecting the new format at the console. The forming head and transfer plate are clip-in components while the sealing bar is positioned horizontally for the six and nine packs, and rotated through 90deg for the three packs.

Back on the theme of materials savings, Italian manufacturer Mariani used interpack to launch a palletising system in which loose drink cartons are packed in unwrapped trays. Half pallets measuring 800 x 600mm are stacked from layers of loose cartons, each with a 25mm high tray formed around it from board blanks and then glued in place. Up to five layers of 1 litre cartons can be stacked, says Mariani (UK agent Cornwell Products - tel: 0732 866677).

For high speed pallet spiral stretchwrapping, Finnish manufacturer Haloila introduced its

Octopus Genius machine, able to handle up to 120 pallets an hour. It operates by revolving the film carriage around a stationary pallet - held firmly in place by a load stabiliser - and incorporates an adjustable pre-stretching device said to reduce the total film consumption to 100-250g per pallet. Any stretchwrap film can be used.

## "Easier and faster"

"Changing film reels is much easier and faster than on any other machine thanks to our patented system that eliminates the need to draw the film between the rollers," says the company, which is part of Newtec International (tel: 081-758 9000).

When the wrapping operation is complete, the end of the film is automatically gathered to reduce its width after which the end is sealed to avoid any risk of the film loosening during storage and transit.

An automatic film cutting and attachment system, said to be the first incorporated in a semi-automatic turntable wrapper, was also announced by Universal Packaging for its

Pal Rapper 3000 system.

At the end of each wrapping cycle, a set of grippers automatically secure the film, which is then cut by hot wire to leave the load free and ready for removal from the turntable.

Once a load is placed on the turntable and begins to rotate, the film is held by the grippers for the first one and a half turns. As the film starts to overlap, the grippers release the film end, allowing it to become secured neatly into the wrap, says Universal (tel: 0274 651330).

Spiral stretchwrappers have, however, been replaced by pallet shrinkwrappers at Ind Coope Burton Brewery where two automatic Kurt Lachenmeier machines are now installed. Each of the Type C Combi systems is capable of handling up to 65 pallet loads an hour using 120 micron film, says the company (tel: 0742 378477).

In operation, cans are first packed in cases of 24 and collation wrapped prior to palletising. Loaded pallets entering the shrinkwrap machines are automatically measured for height, before a hood is produced from gusseted film, inflated and drawn down over the pallet without touching the load.

some material savings, the German-born idea of an MTS - Multiple Transport System - using returnable, collapsible polypropylene cases, aims to slash material costs dramatically by offering up to 60 trips.

Although controversy still surrounds the system, which is likely to be fiercely resisted by retailers in Germany and most certainly resisted by those of other countries, MTS cases for fresh produce are already being used throughout Germany.

At interpack, Fortertechnik Hamburg (FTH) (tel: 0332 672888) demonstrated the first machine for loading the MTS cases, which are erected from flat components, filled, lidded and then secured with polypropylene strapping.

"The question is, will it take off? I think it will, first in Germany, but then that will force others to take it," suggests Eric Billingsley, export sales manager at FTH.

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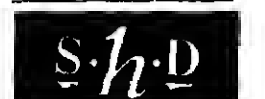
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PACKAGING NEWS/JANUARY 1994

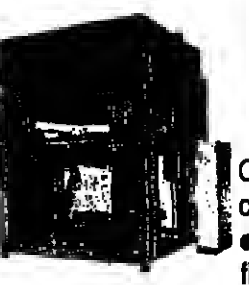
## PALLET WRAPPING MACHINES

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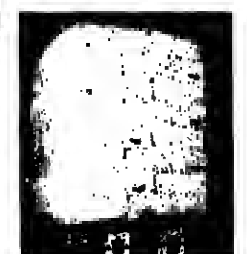
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## Flexible resealables gain ground

**With resealable flexible packs adopted in confectionery for the first time and the introduction on the UK market of a low-cost system for use with polyethylene film, the concept gained further ground. There were also advances in control systems for flow-wrappers.**

A lower cost route to resealable flexible packaging for snacks, grated cheese, smoked meat and frozen foods packed on horizontal and vertical form fill seal machinery, or thermoforming systems, was launched in the UK by Dutch company Mulogrip.

Called Fresh-Trak, it was developed initially by Presto in the US and involves heat sealing reclosable ldpe profiles onto flexible packs as they are formed and filled.

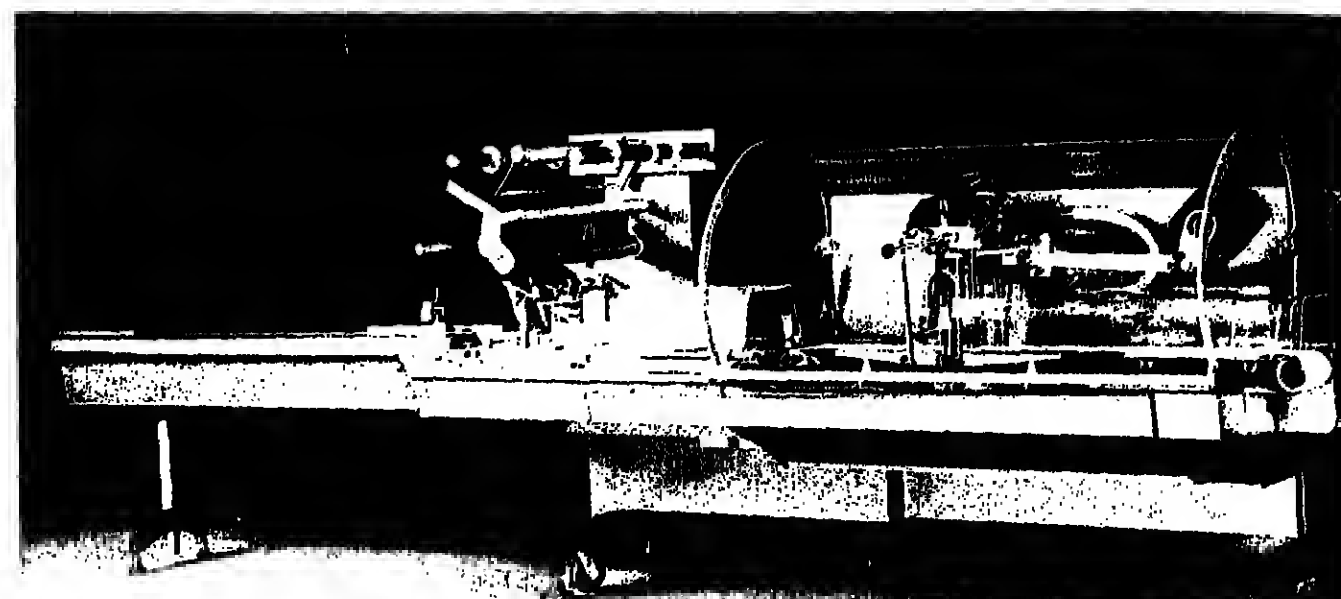
**"Hermetic seal to pe film avoids the need for expensive laminates"**

The profiles are co-extruded with ribs of heat sealable material such as eva, which allow an hermetic seal to be made to

polyethylene film, avoiding the need for more expensive laminate materials. Because the profiles can be customised to suit most films, users can retain their existing film suppliers and converters, says Multigrip (tel: 010 31 3418 60680).

Zipper tape and a tear tape are supplied in reels and existing ffs machinery can be adapted to produce resealable packs at a cost of £14,500-£26,000, says Multigrip. Indeed, the company has now carried out a number of retrofits on vertical ffs machines in Europe and the US for applications including grated cheese, nuts, dried fruit and potato chips. Flow wrappers, pouch-makers and thermoformers have also been similarly modified.

Klöckner Bartelt announced a resealable feature on its RPM100 horizontal ffs machine, claiming a leakage rate of less than one per cent and speeds of up to 60 packs a minute. Ultrasonic sealing is used on the edges around the



Rose Forgrove brought its electronic control technology into modified atmosphere packaging with the Integra horizontal ffs machine

end of the resealable profile, improving pack integrity in this sensitive area, says the company (tel: 0733 60911).

Separation of the forming and filling stations provides time and space for other operations if necessary, and the welds can cool before being subjected to pressure.

Europe's first mainline confectionery brand to use resealable plastics bags was launched by Dutch confectioner Van Slooten, which commis-

sioned a Kawashima 608Z vertical ffs machine supplied by agent Marubeni UK (tel: 0527 501155). Bags are made from a 20/30 micron polypropylene laminate with zipper tape taken in from a separate reel and heat sealed in place as the packs are produced.

The 250 and 500g bags of unwrapped liquorice and gums mixture - marketed under the Road-Runners brand - are aimed in particular at motorists and other travellers, as Van

Slooten production site manager, John Heck, explains. "The motorist can open the bag, take some out and close it again, preventing any sweets falling out while he is driving. Mothers travelling with children can give them sweets, reseal the pack and put it back in their bag, without spills while keeping the product clean."

During the year, Express Foods also installed its second Kawashima 608ZW vertical ffs machine for gas-flushed reseal-

able bags of Eden Vale grated cheese. "Seal integrity is very important in packing cheese for a long shelf life, and we have no problems in sealing effectively across the resealable strip," says Liz Miller, grated cheese manager at Express.

Meanwhile, an advanced control system for servo drives, using fibre optics in place of the usual wiring, was demonstrated at interpack on a Tevopharm Pack 1000 horizontal flow wrapper, providing improved

accuracy of operation and reduced installation costs.

The machine had been modified by Automation Intelligence Inc with its Serial Real-time Communications System (SERCOS), claimed to be the world's first open digital communications standard between controls and drive to be implemented via a fibre optic ring.

The Pack 1000 incorporates multi-axis servo technology, allowing it to handle a variety of product sizes without significant mechanical re-tooling. The Serco ring installation means the only connection between the drive system and controller is the optical fibre, eliminating hundreds of wiring connections and reducing cable and installation costs substantially.

Indeed, this reduces the cost of the machine to that of a standard mechanical machine, according to AI (tel: 0101 404 497 8086). Digital, rather than analogue control, also allows much higher resolution for more accurate placement of product at higher speeds, says the company.

The Pack 1000 wrapper operates at speeds of up to 900 a minute and was first introduced by Tevopharm (tel: 0733 60911) as a completely mechanical gear-driven machine.

Rose Forgrove brought its electronic control technology into the modified atmosphere

packaging field with the Integra, a new horizontal ffs machine equipped with a long dwell sealing system to ensure pack integrity. As a result of the electronics, standard features include monitoring for no-product, no-bag, and a system which prevents the sealing jaws closing over misplaced product.

A cantilever design is employed so that dust or packaging debris drops to the floor rather than into the machine, while belts can be changed by unskilled operators in a matter of seconds. On other machinery, this could take up to 20 minutes, says Rose Forgrove (tel: 0924 825800).

Data for up to 30 product sizes can be pre-programmed



The RPM100 horizontal ffs machine from Klöckner Bartelt: leakage rate of less than one per cent and speeds up to 60 packs a minute

and held in memory while speed on the machine is up to 150 a minute, depending on product, materials and gas injection.

Also for modified atmosphere packaging, the Mistral BB horizontal ffs machine was introduced by PFM and incorporates a system for monitoring pack atmosphere.

### "Airtight welds"

Even at speeds of up to 140 packs a minute, the Mistral is said to guarantee airtight welds, with a long dwell transverse sealing system and a continuous belt for the longitudinal seal,

and held in memory while speed on the machine is up to 150 a minute, depending on product, materials and gas injection.

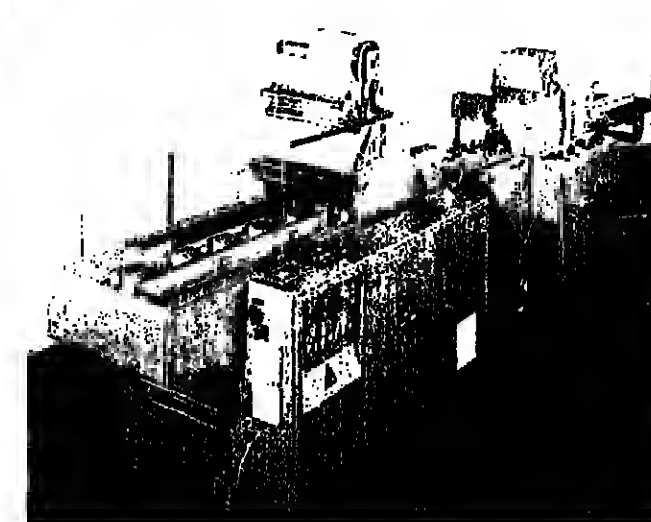
The Mistral is available as a top feed or bottom feed machine and gas content of the pack can include trace oxygen if necessary. This can be measured in real time and the gas flushing increased if necessary.

At interpack Hayssen demonstrated its measure-form-pull film handling system for the first time in Europe, fitted on a Paragon vertical bagging machine.

A servo-driven measuring roller allows the machine to feed film more quickly, with swifter acceleration and deceleration but with less tension, explains Hayssen (tel: 0423 564662). Pull belts, which follow the measuring roller, and sealing jaws, are also driven by servo motors. The result is a speed of up to 130 bags a minute, but with a reduced feed cycle time that allows longer dwell on the sealing jaws for improved pack integrity.

For handling heavy, but unsupported flow-wrapped products such as pizzas, Otem developed a motorised support system that uses a series of rods as a carrier drum to feed product positively through the sealing jaws and out onto the exit conveyor.

Shown for the first time at the PPMA show on the Mach 200 horizontal flow wrapper, by agent Notem (tel: 0532



The Seriespacker overwrapper from Beck Packautomaten: able to handle a wide range of products in extremely low gauge film

779504), the system avoids risk of downstream collision.

In competition to vertical ffs machinery for various applications, a high-speed version of the Antabag system was launched by Automated Packaging Systems, able to handle 70 reel-fed pre-made bags a minute.

The HS-100 Excel incorporates microprocessor control for speedy changeover and can be fitted with an electronic overprinter capable of identifying bags with barcodes and graphics as an alternative to labels, says the company (tel: 0684 274602).

In overwrapping machinery, the ability to handle a wide range of products in extremely

low gauge film was demonstrated at interpack by Beck Packautomaten with its latest Seriespacker.

Development work with the film roll support on the machine now allows gauges of 12.5 micron - as well as polyolefin films up to 80 micron - to be handled, which dramatically increases material yield. In some instances, twice as many products can be wrapped, says UK agent Ballinger Rawlings (tel: 0442 217555).

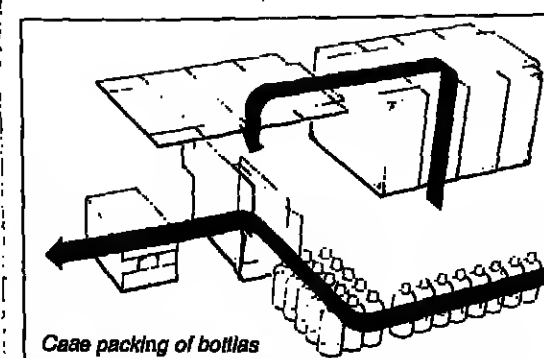
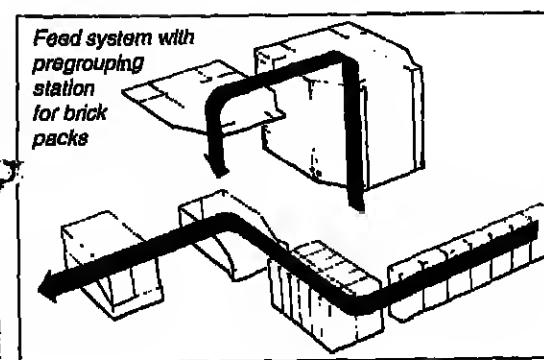
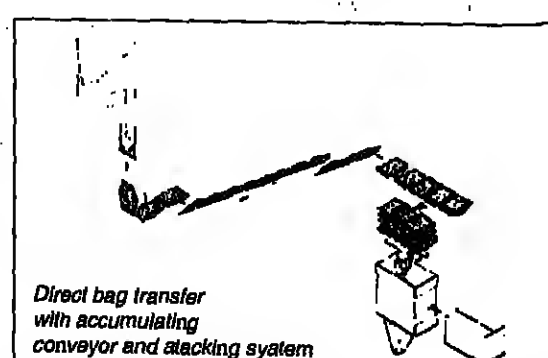
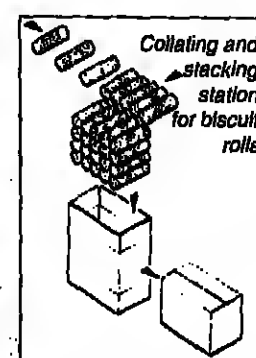
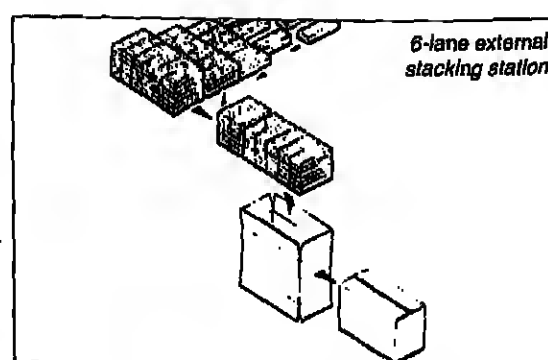
Speed is up to 60 a minute and the machine has automatic adjustment for quick size change and a new sealing system to give fin seals on polypropylene.

# FINAL PRODUCT HANDLING AND PACKING

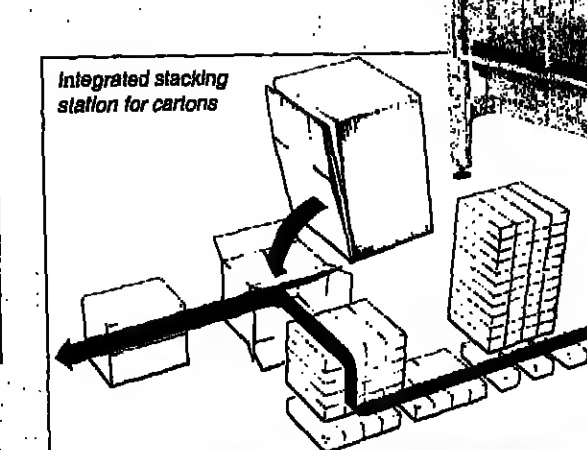
## Case Packer 490-Toploader

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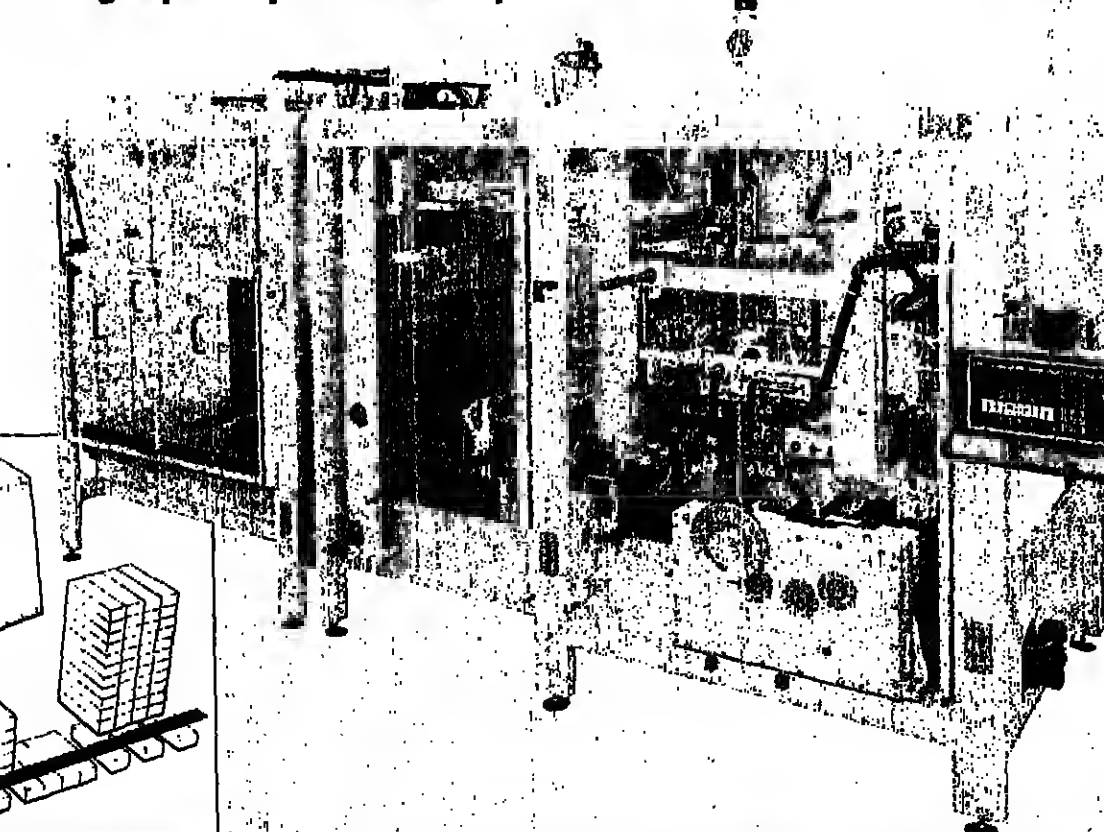


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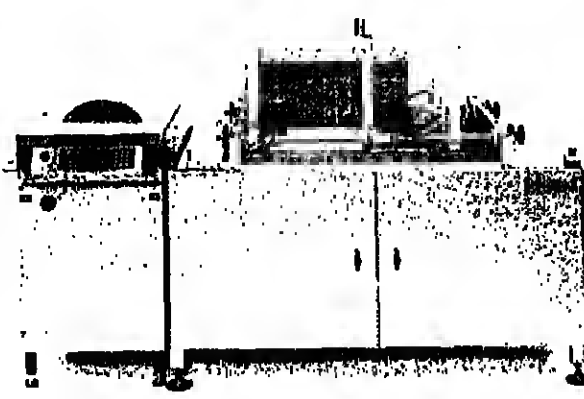
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## Custom built for ease of use

An idea for sealing blister packs with labels instead of heat was suggested by John Graham Thermo Plastics as a means of raising speed by eliminating the dwell and cooling time required by heat sealing systems.

A thermoformed blister - possibly in ops for clarity and rigidity - is inserted into a pre-cut backing card and, once the product is inside, a label sticks the flange behind the blister down onto the card.

Volume products which would benefit from the higher packing speeds include batteries and razor blades, says John Graham (tel: 0532 319176). The company said it was seeking a partner with which to develop the system, which is already under consideration by machine manufacturers in Germany.

In its simplest form the machinery envisaged consists of three in-line pick and place units for the blister cards, blisters and product, followed by a label applicator for the backing. Since the blisters have a small undercut to allow secure location inside the card, a compacting unit would also be necessary before the label is applied. Since ops could be used for both card and label, a mono-material pack for recycling would also be possible, says the company.

A powder transfer system that allows drums to be emptied without aeration and without separating the mixture or releasing dust into the atmosphere, was developed by Transmatic Fyllan.

*"Inverts the drum with no physical lifting or spillage"*

Unlike previous units, which left a small amount of powder in the base of the container, the new machine incorporates a system to invert the drum, with no physical lifting or spillage, so ensuring that all material is removed, says the company (tel: 0234 213271).

**Blister secured by labels, a drum emptying system for powder, and low cost sleeving systems were among the special equipment ideas put forward during the year.**



For gentle handling of Strepsils lozenges, which are more brittle than most tablets, Ima has fitted a special handling system to its C65 integrated blister packer/cartonner supplied to Boots Contract Manufacturing in Nottingham. A vibratory bowl feeder and chute feeds the tablets into the blister pockets without chipping.

Said to be beneficial when handling high value products, such as coffee, the Powder Lifter TLD1 operates under negative pressure and is therefore inherently suitable for handling dusty or toxic materials which would otherwise infringe COSHH regulations.

For gentle handling of Strepsils lozenges, which are more brittle than most tablets, Ima has fitted a special handling system to its C65 integrated blister packer/cartonner supplied to Boots Contract Manufacturing in Nottingham.

To prevent damage to the lozenges, there is a vibratory bowl feeder and chute to feed them into the blister pockets without chipping, says Ima

UK (tel: 0734 772323).

Able to handle both polypropylene and pvc, the Ima machine operates in conjunction with an Ima B1-B 3786 overwrapper, providing collations of 12, 14, 24 or 28 cartons overwrapped in a coated opp film.

Among mechanical handling aids was a vacuum lifting system from Palamatic which includes a valve to ensure that loads are not dropped in the event of a power or vacuum failure. Aimed at sack handling, lifting reels from a pallet onto packaging machinery and to lift and put from drums of up to 250kg, the Pal-U-Lift can be designed to suit customer requirements, says the manu-

facturer (tel: 0246 452054).

With the introduction of the compact Etsleeve applicator, sleeving technology could be obtained for the price of a labeller, claimed manufacturer Sleever International (tel: 0371 874344).

The first in the range, the 75SL150 for toiletries and pharmaceuticals, was demonstrated at Interpack, and is capable of speeds up to 150 bottles a minute using sleeves fed continuously from a reel. Two other machines are also available: the 75SL250 for the food industry and the 125SL250 for containers of household products. Both operate at up to 250 a minute.

*"Sleeving viewed favourably"*

The machines were developed following research by Sleever amongst customers which showed sleeving was viewed as favourably as the self-adhesive label for decorative purposes but was ruled out for many manufacturers by the higher cost of sleeving equipment: up to twice as much as the equivalent front and back labeller, says the company.

For tamper-evident sleeving, KMS Packaging Services launched an automatic, American-built machine, said to be both versatile and easy to use.

Changeover between container sizes on the Axon Corporation EZ A1 takes only a few minutes, says KMS (tel: 0531 635291). Construction is in stainless steel while print and tear strip register control can be incorporated for use on packs such as dairy or salad tapewall pots.

Also in tamper-evident sleeving, Turpins Packaging Systems supplied Golden Fry Foods with a system to apply heat shrinkable bands to a wide variety of containers at speeds up to 60 a minute.

A particular benefit is the system's ability to apply clear pvc hands to one particular type of pack which features a shoulder considerably larger in diameter than the closure, says Turpins (tel: 0255 423402).

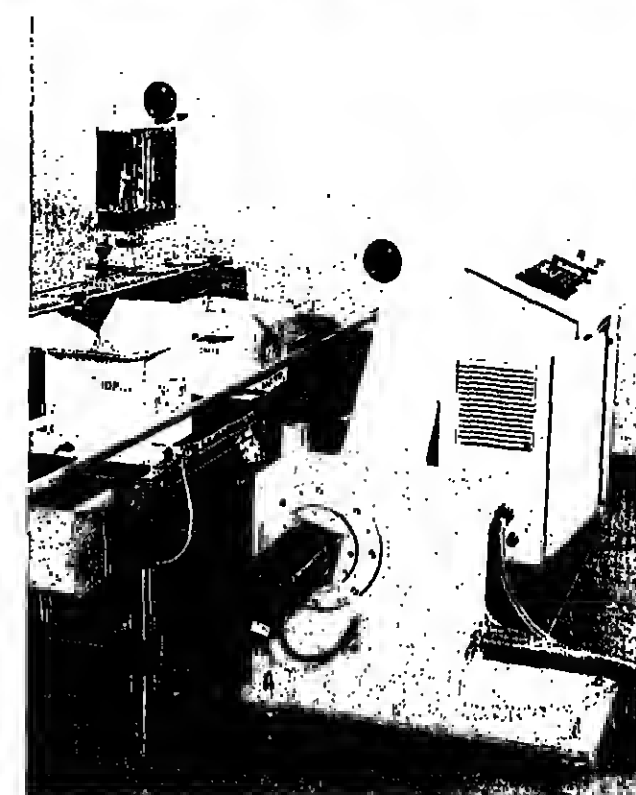
## Cartons avoided for collapsible tubes

German antipathy towards cartons for toothpaste - and a recognition of the higher pallet use that direct tray loading can bring - was reflected at Interpack in the launch of several robotic and pick and place units, developed specifically for the task.

Tube filling machinery manufacturer Norden Pae International demonstrated its compact Traypacker which takes pre-orientated tubes directly from a filling machine, so eliminating the need for secondary carton packaging. However, the system can also be used as a conventional cartonner where appropriate, says Norden (tel: 0462 895245).

In similar vein, Italian manufacturer Euroimpianti showed its Skilled 302 robot lifting tubes in rows of four and five to slot vertically into an eps tray. Microprocessor-controlled, the 302 can run at up to 50 cycles a minute, says the company (to the UK, Europack Engineering - tel: 0502 716540).

French manufacturer Cermex (tel: 0480 455919) joined in as well, with a toothpaste tube packing version of its ER30 robot, able to load tubes



Skilled 302 robot from Euroimpianti: shown at Interpack lifting tubes in rows of four and five to slot vertically into an eps tray

upright or flat into traditional cases, cartonboard trays with lids or eps trays.

A robotic tube loader could also be seen incorporated in the Cartonless Packaging System

developed by IWK, which says that, depending on format, the system can halve packaging material costs and allow twice as many tubes to be loaded on a given size of pallet.

The robot has six axes of movement to place tubes in any orientation required: vertically, horizontally or nested top to base. It can be programmed by any IBM compatible pc, explains UK agent Sussex & Berkshire Machinery (tel: 0420 22669).

Despite this flurry of activity in the tube-packing market, the year was not without significant news of developments in cartoning machinery, one principal example being the launch by R A Jones of its short-pitch continuous motion Legacy machine, said to be capable of manual changeover in 20 minutes or less, and

speeds up to 300 a minute.

Aimed at pharmaceutical, cosmetics and healthcare applications, the machine incorporates Jones' Acc-U-Just system to allow a full three-dimensional change to be carried out by the operator via instructions from the control module, says the company (tel: 0532 453082).

For cartons made of recycled board - which can be more difficult to handle than virgin material - Bradman-Lake announced its Bradlok Concept hot melt erector, operating at speeds of at least 75 cartons a minute.

Four corner gluing allows recycled boards with lower stiffness to be formed into open top tray and carton styles up to 420 x 80 x 280mm at full packing line speeds, says the company (tel: 0272 715228).

The Concept was shown for the first time at Interpack, linked to a Bradlock FCC Compact Closer fitted with a new hot melt adhesive applicator that overcomes problems caused by variations in glue temperature as fresh granules are added.

In the Bradman-Lake system new supplies go first into a reservoir for heating to operating temperature while the applicator wheel revolves in a second chamber containing only melted glue.

Meanwhile, Doboy (tel: 0332 626262) chalked up its first UK sale of the 751 carton erector and 840 three-flap closer at Calypso Soft Drinks, Workington, where the machines work either side of two manual packing lines for sachet-packed Flintstones freeze-pops.

An automatic cartonner featuring size adjustment without change parts across a wide size range was introduced at Interpack by Jacob White (Packaging).

**Moves to avoid cartons - mostly for collapsible tubes - have taken equal prominence with new cartoning machinery introduced. Robotic systems to load tubes directly into trays were shown at Interpack.**

The AVN 100 machine creates pre-glued trays, tucks in the flaps and inserts the product with a vacuum cup pick and place head. Finished trays then pass either to a downstream cartoning machine or a cover applicator is used to complete the tray with a reclosable carton lid.

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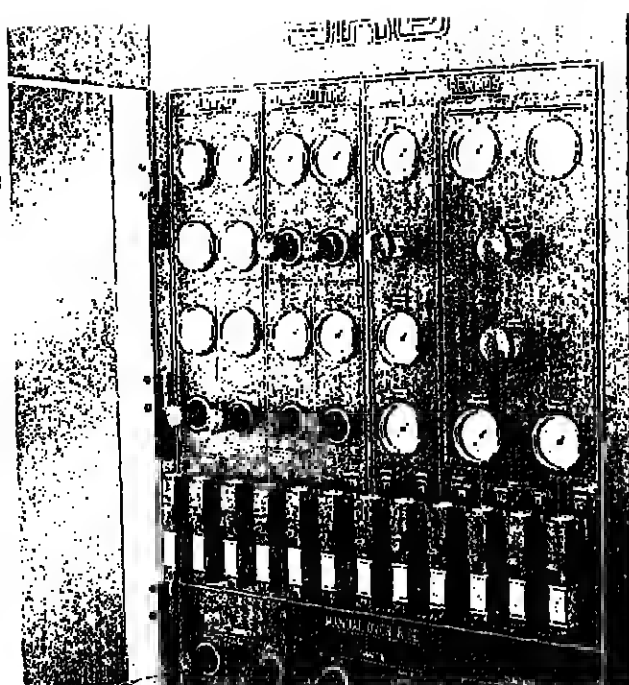
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## Make The Conversion To Total Control

The demand for more volume is one thing, the individual characteristics of specialist laminates is another. Both require a breed of converting machinery that allows the necessary degree of control, for which Titan has introduced the SR6 slitter rewinder.

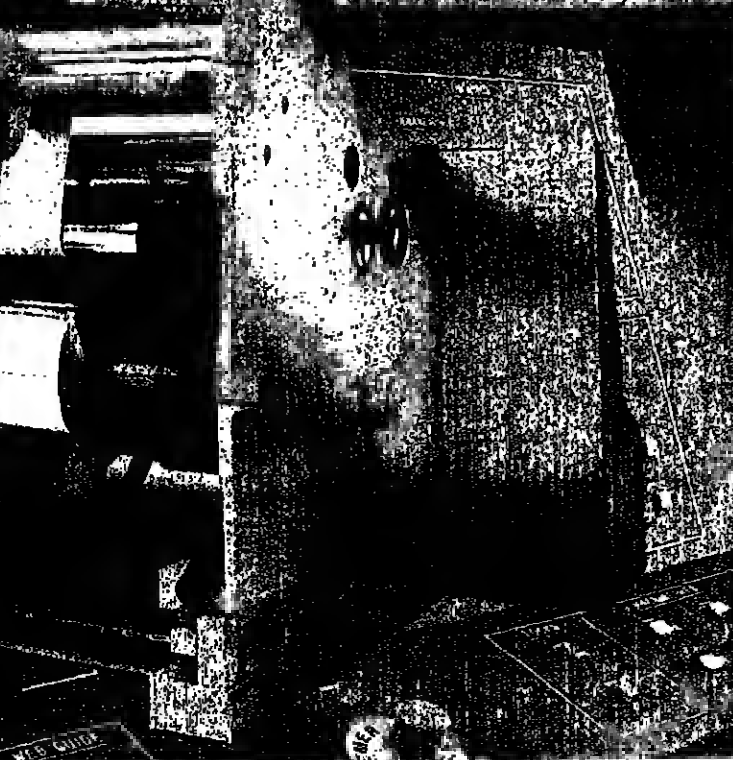
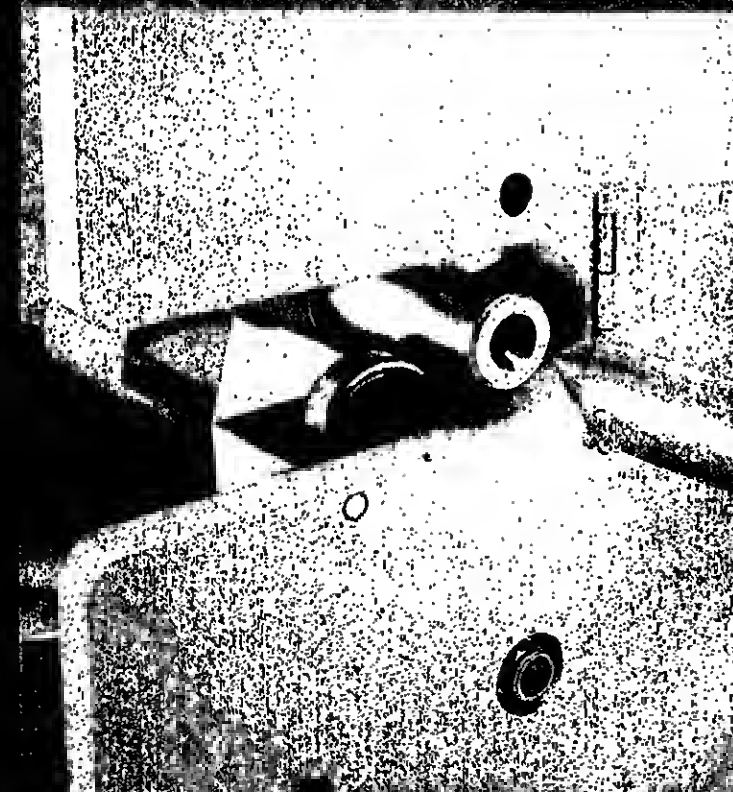
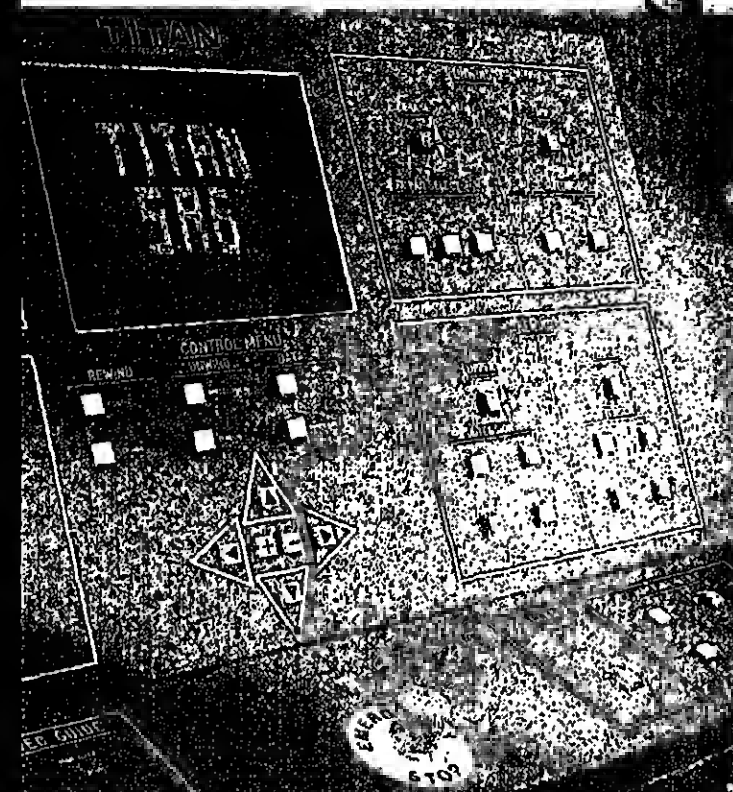
The SR6 is a natural progression from the Titan SR5 - the most popular machine of its kind in the world - featuring new concepts and refinements to deal with a heavier and more varied workload.

In addition to more parent reel capacity - from 1,000 - 1,800 mm wide, the SR6 has a maximum speed of 450 metres/minute, which is a 50 per cent improvement made possible by a new standard drive package.

The introduction, as a standard feature, of lay-on pressure that automatically compensates for material diameter and speed, brings a level of rewind control that is essential when running many of the modern materials. Use the Titan SR6 to make the conversion to total control.



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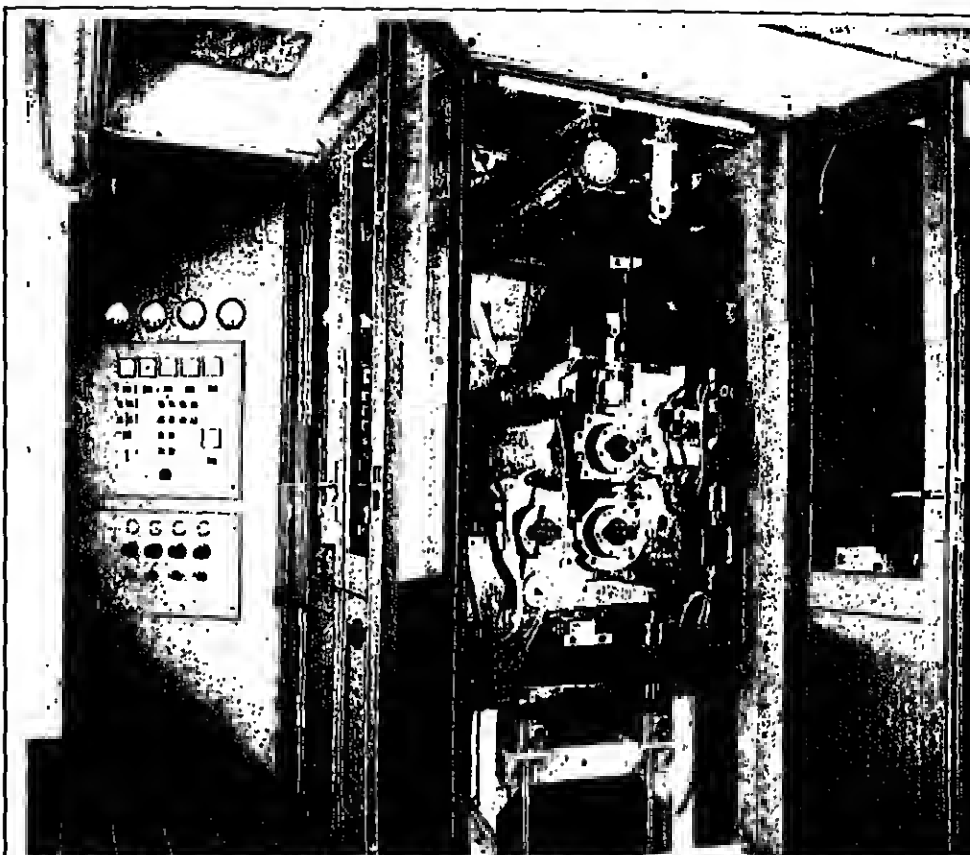


# CONVERTING

FOR PACKAGING PRODUCTION &amp; PRINT

THE WORLD

## Coater demonstrated



A high precision coating head forms a major part of the demonstration line

A production coating line demonstrator has been commissioned at TH Dixon, the UK supplier of coating and laminating plants, Letchworth site at a cost of around £500,000. Customers will be able to use the coating line demonstrator on a rental basis for a fee of £1,200 per day to evaluate a variety of coating methods, laminating and drying conditions, says Tony Smees TH Dixon's md.

"Previously we had difficulties in showing people our equipment because we produce it under confidentiality agreements. We needed a decent size pilot plant", said Mr Smees.

The coater is capable of managing lightweight plastic films to medium and heavy weight papers and board from a basic speed of 200m a minute up to 600m a minute.

TH Dixon, which is part of the BM Group, has already used the plant in trials for two customers who have ordered equipment worth £1.5 million. One order is currently being installed at a UK converter and the other is being built for a leading photographic company in the Far East.

In addition, the company will supply the Finnish Meisa Serla group with a Helicoater 2000 for its laboratory in Aankoski, this month. This is the first Helicoater 2000 Dixon has sold under its exclusive licensing agreement with ECCI, English China Clays International, for the marketing, manufacturing and servicing of the Helicoater range of laboratory coating machines produced by the company.

It is a laboratory blade coat-

ing machine with a design based on the lathe principle. The coating head, filled with colour, is traversed across the rotating drum, producing a helix of coated paper. This latest version has a speed of up to 2,000m a minute and advanced coating technology. TH Dixon will add its own technical development work to the coater in future.

The machine is able to coat light papers of 35gsm to heavy weight board of 80gsm. Width capacity stretches from 50cm to 1m. It also has a double coating capacity with fully synchronised control ensuring tracking of the topcoat application, even at high-operation speeds, according to the company (Works Road, Letchworth, Herts SG6 1LS- tel: 0462 685101).

CIRCLE NUMBER KT-604

## Paper mill upgrade for recycled liner

Better fold strength and improved quality has been achieved at the St Regis Paper Co paper mill in Kemsley, with the installation of a triple wire fourdrinier machine, for producing recycled liners which are used in corrugated case packaging, says Stephen Klein assistant to St Regis' ceo.

The machinery with a trim of 5.4m and capacity in excess of 200,000 tonnes a year is supported by a stock separation

plant, which incorporates a fractionation system. The equipment will allow specific fibres to be placed exactly where they are wanted.

The liner machine is part of an £80 million development programme at the mill undertaken over the last five years (Mill Lane, Taplow, Maidenhead, Berks SL6 0AF).

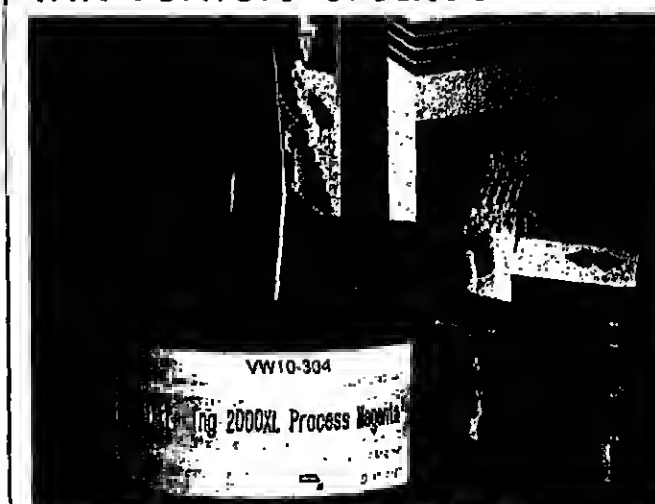
From 1983-1993 there has been a shift of 10 per cent in market share from virgin to

recycled products in the corrugated case material sector in the UK, says the company.

"The top range recycled grade now matches virgin product in compression strength. This has been achieved at the Kemsley mill by the introduction of multiwire machines and sophisticated stock preparation systems, resulting in an average cost saving of 5-10 per cent for box makers," said Mr Klein.

CIRCLE NUMBER KT-605

## Ink vehicle created



The new Fishburn Ultraking 2000XL range of uv carton inks

The Ultraking 2000XL range of uv carton ink technology has been launched by Fishburn Printing Inks based on advanced resin technology. "We have developed an ink vehicle by adjusting the chemistry of the system so that when it interacts with the water on the press it is less likely to break down and a high dot gain is

achieved," Glen Webster uv development manager at Fishburn told Converting World.

Fishburn, part of the BASF Group, have identified certain areas that were giving rise to complaint from customers relating to consistency of print, and the ability of inks to print on recycled stocks. The high recycled content in cartonboard

meant that picking and piling problems were occurring on the blanket. To overcome these difficulties, without significantly increasing the costs of the range, Fishburn looked at the rheology of the system.

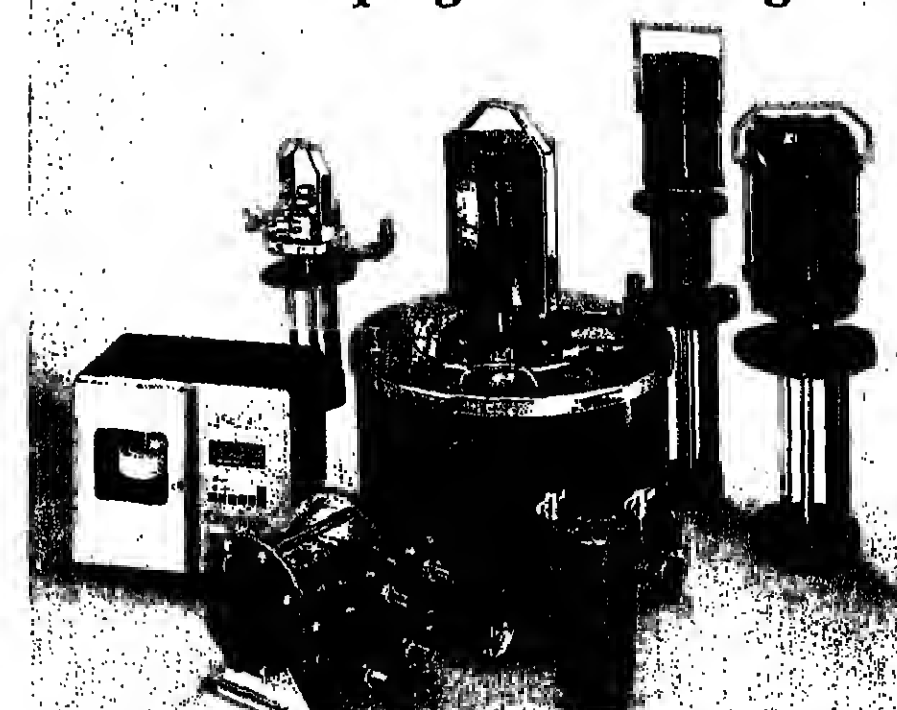
"We have created an ink vehicle which holds its strength when mixed with water. We believe it is completely new in printing," said Mr Webster.

The company says, as a result, the 2000XL range offers superior print performance in areas such as faster make-ready, a more consistent ink/water balance and better colour reproduction, and is able to give sharper, cleaner images in half-tone work and better flow and transfer characteristics for denser, brighter solids.

Other areas in which the process outperforms other uv ink systems is in enhanced curing speeds of 10 to 15 per cent, and reduced ink misting on fast presses, says Fishburn (Slinford, Horsham, West Sussex, RH13 7SH - tel: 0403 790332).

CIRCLE NUMBER KT-606

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CIRCLE NUMBER KT-607



## NEWS IN BRIEF

**ATLAS HURLEY MOATE (AHM)** and **Electro-Crett** were joint winners of the Manufacturing Week Trial Award for OEM Application of the Year 1993. Web converting technology from AHM using synchronised servo driven rollers allows throughput of up to 350m a minute to accuracies of 25 microns.

**INSIGHTS** into the paper making industry north of the border can be found in **Mill On the Ben: The Story of the Donald Paper Company**. Copies are available for £8.95 from the company itself (PO Box 22, Woodside, Aberdeen AB9 8BF - tel: 0224 483281).

**MOBILE** lifting and loading of reels and dies up to 228kg is offered with the **Kuddle** from **US company Packline** (St Mary's House, Duke Street, Norwich NR3 1GA - tel: 0603 766498). Apart from the evidence of injury to personnel through manual lifting, the system enables manufacturers to use larger reels and so reduce downtime.

**LEAKAGE** of aerosol propellants can be measured using the gas analyser from the Analytical Development Company Ltd, which monitors levels of liquefied petroleum gases, butane and propane. Possible leaks during the packaging process can be detected and dealt with quickly, says the company (Pinder Road, Hoddesdon, Herts EN11 0AQ - tel: 0932 488838).

**COATING**, laminating and printing will be carried out at **ORO Medical Packaging** on a machine developed by the company with **BMS Druck- und Vordrucktechnik GmbH**. Flexo and gravure printing are combined in the process, which allows for retrofitting of further equipment, says **BMS Technology** (Glen Yaw House, Station Road, Congrebury, Bristol BS19 5BY - tel: 0334 834822).

**LONG LIFE** uv curing lamps have been ordered by a Finnish packaging producer from **Ambe Lamps Ltd** (10 Connel Close, Banbury OX16 7RT - tel: 0293 272888).

## Slotdies for coatings offered at lower prices

Slotdies for coatings onto paper, film and foil are being manufactured for the first time by a UK company at lower prices than the foreign alternative, with local technical back-up available.

Shepherd Associates is contributing design and technical support to the manufacture by DTG Specialised Engineering of the simple stainless steel slotdies. They can be produced in sizes up to 2m wide for liquid coating or as adaptations of existing coating heads.

Coating by this method derives from the extrusion process used in the production of thin flat films with pvc and other polymers. This involves extrusion through a similar precision dieslot onto a cooling drum or a series of

rollers. Unlike this system, coating with a dieslot requires a drying tunnel.

“Allows for quicker changeover”

One variation available with direct slot application is the double die arrangement. This allows for quicker changeover times between processes or simultaneous coating with different solutions or patterns.

Literature on this technology is difficult to come by, says Mr Shepherd, since most coating companies have developed their own versions of the slotdie and do not wish to publicise their particular techniques.

“Slow to respond”

Dies manufactured in Europe or the US can be up to three times the price, says Frank

102mm to 1524mm. FMC, which has its headquarters in Chicago, produces a range of converting, packaging, palletising and conveying equipment.

registration is two-way with automatic repeat correction. Bag length can vary from

## Short-run production of speciality bags

For short-run production of speciality bags, the **US FMC Corporation** is now offering the split lane **SR1400 ServoDraw**, said to be ideal for the smaller converter.

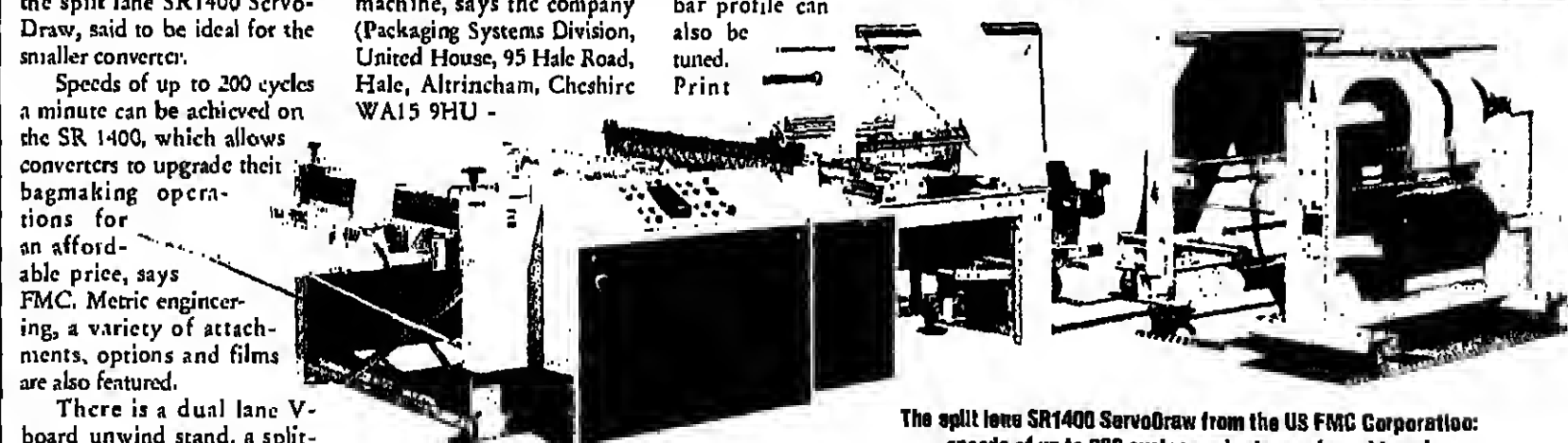
Speeds of up to 200 cycles a minute can be achieved on the SR 1400, which allows converters to upgrade their bagmaking operations for an affordable price, says FMC. Metric engineering, a variety of attachments, options and films are also featured.

There is a dual lane V-board unwind stand, a split-lane dc infeed and air-loaded

drawrolls. Converters wishing to do so, can transform the SR 1400 into a wide single lane machine, says the company (Packaging Systems Division, United House, 95 Hale Road, Hale, Altrincham, Cheshire WA15 9HU -

tel: 061 928 8615). The sideweld seal head is micro-adjustable and the seal-bar profile can also be tuned. Print

registration is two-way with automatic repeat correction. Bag length can vary from



The split lane SR1400 ServoDraw from the US FMC Corporation: speeds of up to 200 cycles a minute can be achieved

## Tension monitoring for reel materials

A tension-monitoring system for reel-fed materials is available from **ABB Automation**, using changes to signal output to a load-cell.

Having no moving parts, the **Pressductor Radial Tensiometer (PRT)**

the **Pressductor Radial Tensiometer (PRT)** is said to be free from vibrational distortion and not subject to fatigue failure. It can be retrofitted to any line to offer feedback on operating parameters, and problem solving with web breakage, off-centre tensioning and the

effects of changes in ambient temperature or humidity.

Changes to the magnetic properties of an electromagnetic load-cell induce a signal output proportional to the loading force. Axial or radial overloads of up to 500 per cent can be withstood without affecting the validity of the signal.

“Oscillation filter”

Comprising two units - the load cell and control/signal processing module - the system filters low frequency oscillations caused by mechanical vibration. The stainless steel monitoring unit is insensitive to electrical interference and sealed against contaminants, says **ABB (Dept AF, 72167 Västerås, Sweden - tel: 010 46 21 342000)**. One or two load cells are integrated into the roller bearings mounted on a deflector roll directly in contact with the web. Four sizes of cell cover the range of forces from 0.5 to 5.0kN.

## 3rd International Flexographic Conference & Exhibition

14-16 February 1994, Metropole Hotel, Birmingham, UK

Flexography - the dynamic printing process of the 90s - continues to push back the boundaries of expectation. “Flexographic Explosion” reflects the pace at which the process is moving.

Conference chaired by: **Pauline Covell**, Editor, **Converting Today**. Subjects covered include: • the exploding flexo market • developing technologies • making an impression • pre-press techniques • achieving quality

An integral part of the 1994 conference will be the accompanying exhibition - seeing is believing...

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## Pre-centering copes with varying core diameters

Many more manufacturers are offering light weight carbon fibre shafts that avoid heavy manual lifts, while improved concentricity in air shaft running is now also on offer. There are advances too, in roller coverings.

Conical pistons, driven by air pressure, are employed in the latest air shaft from Italian manufacturer **IES** to provide an automatic means of pre-centering for multiple cores, which may have slightly different internal diameters.

The pistons act on pre-centering keyrows, which rise temporarily to ensure that centering is the result of mechanical action rather than air pressure, so avoiding variations along the shaft.

Once centering has taken place, the standard gripping keyrows then rise automatically to lock the cores and the pre-

centering keyrows retract, explains UK agent **Engelmann and Buckham Ancillaries** (Lenton Street, Alton, Hants GU34 1HH - tel: 0420 82421).

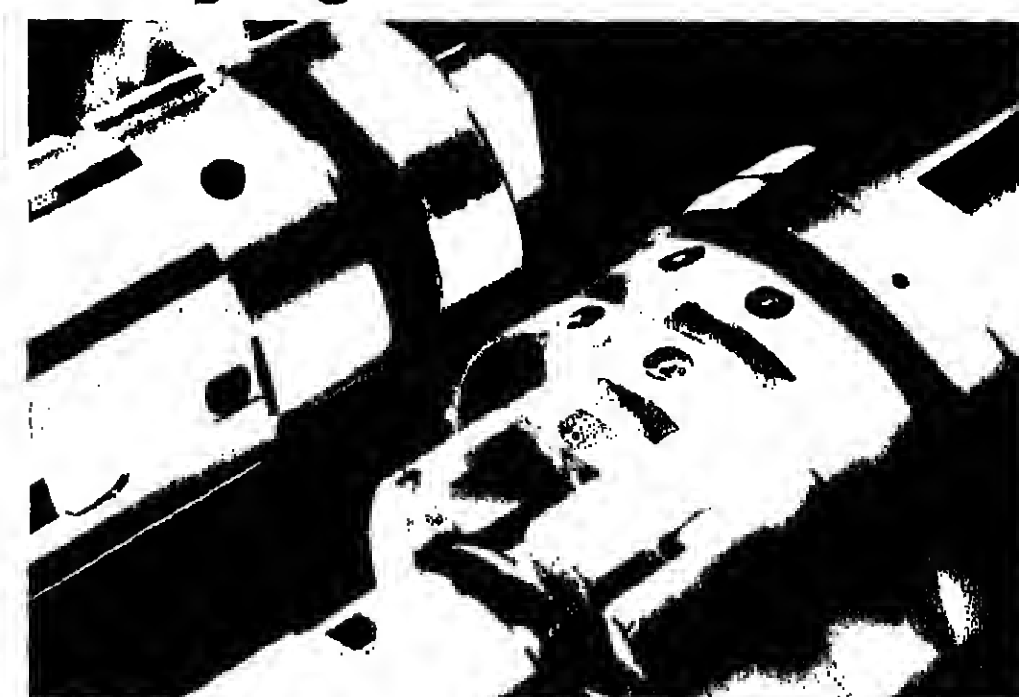
The IES design also incorporates a series of valves to isolate each gripping keyway once in position. This avoids any pumping action as the rewind reels increase in weight during production, maintaining concentricity.

A self-locking support housing in which the shaft rotates within its own integral bearings has also been introduced by IES and can be retrofitted to most winding

equipment.

With any clearance between shaft journals and bearing seat eliminated in this way, high-speed chatter and subsequent wear are prevented, says E & B. Shaft insertion or removal is also said to be much simpler. After insertion, with the housing aperture at the top-centre position and the sliding collar fully open, the shaft's first rotation automatically slides the collar into the locked position.

The self-locking shaft from IES can be sourced from **Engelmann and Buckham Ancillaries**



## UK manufacturer to sell shafts direct

Hampshire-based designer and manufacturer, **Rimor Airshafts**, has set up its own sales and marketing operation for the range of air shafts and air chucks previously sold under the name of **Dalren**, until recently the company's UK sales agent.

At the same time **Rimor Airshafts**, which is part of the £3 million turnover sub-contractor **Rimor Precision Engineering**, has announced a new UK-built carbon fibre airshaft.

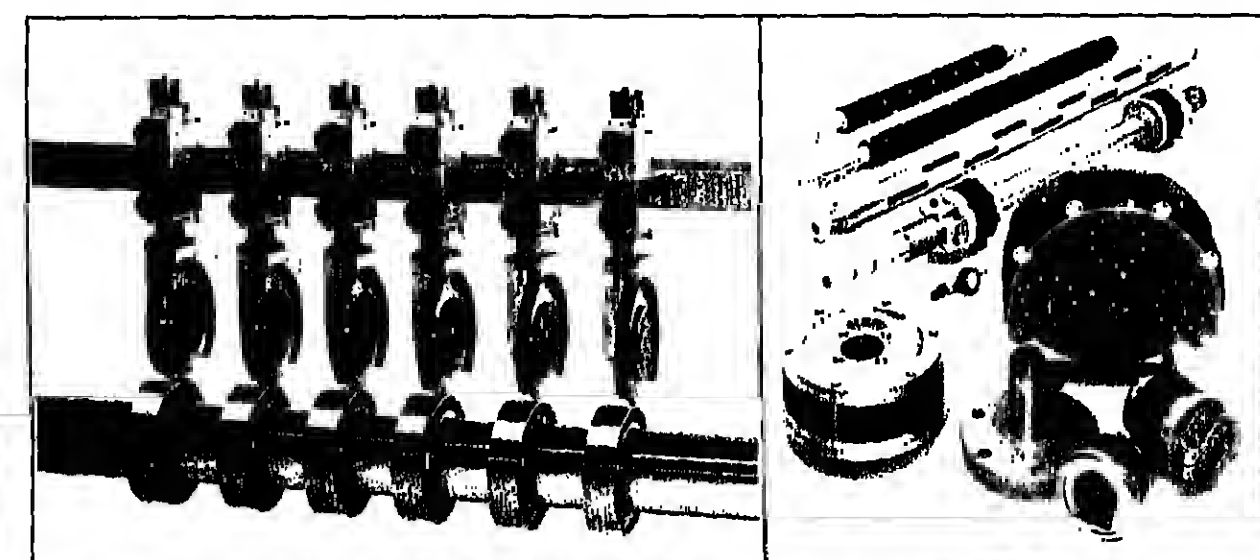
“By combining the design, manufacturing and sales operations under one roof and so shortening the channels of communication with our customers, **Rimor Airshafts** will be able to respond much more quickly and to offer a much more cost-effective package,” says **Christopher Riley**, managing director of the company (Parklands Business Park, Forest Road, Denmead, Hampshire

PO7 6TJ - tel: 0705 264063).

This, he adds, includes improved discounts on quantity and just-in-time delivery arrangements if required. “Now that we are selling direct, our increased cost-effectiveness can be passed on as a price reduction to customers.”

**Rimor Airshafts** has just announced a new lightweight carbon fibre shaft which is to be built in the UK following two years development work with its specialist material supplier. The result, says the company, is an air shaft that is considerably lighter than that available at present, yet still with high levels of strength and rigidity. It will also cost less than other carbon fibre products currently available, **Rimor** adds. **Rimor** built its first air shafts in 1978 and now occupies a 20,000 sq ft factory with CNC machine tools.

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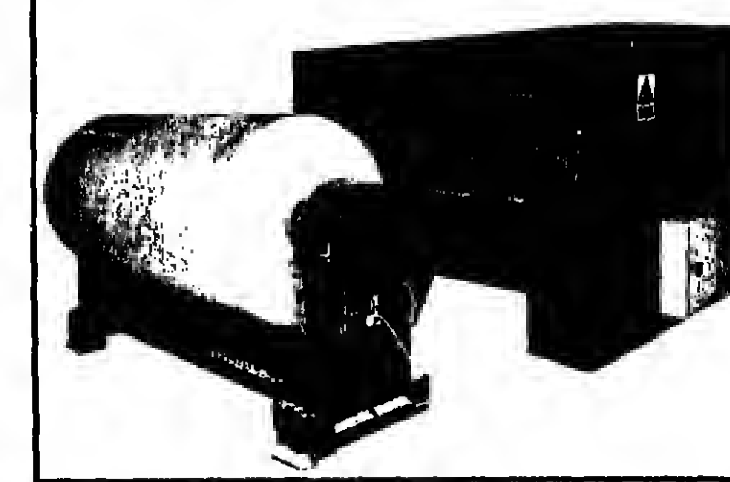
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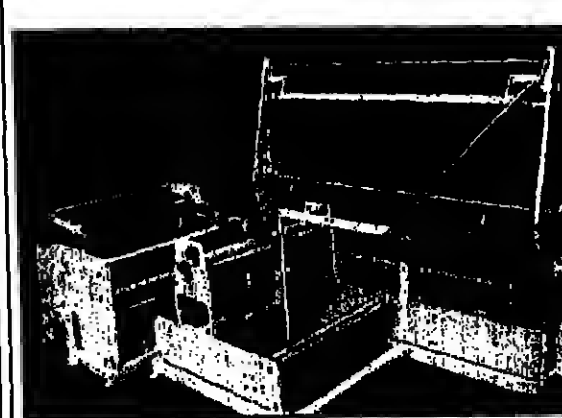
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## Spiral grip gives high concentricity

External expanding elements that sit in spiral grooves around Tidland's latest design of air shaft provide 360deg gripping action.

This, says the company, gives improved concentricity compared with conventional lug shafts, virtually eliminating core distortion and reel bounce for smoother start-ups and faster acceleration.

"With over 25 per cent of the shaft surface as the gripping element, these shafts can offer

45 per cent more torque in fibre cores than the most popular lug shafts. They expand and collapse like normal air shafts, but because of the continuous rubber gripping surface, there is no core damage," explains Tidland. Should an expanding element require replacement, this can be achieved quickly and without removing journals, adds the company (70/72 Manchester Road, Denton, Manchester M34 3PR - tel: 061-320 7242).

Also introduced by Tidland

is a second generation of its lightweight Ultrashift composite fibre air shaft which now incorporates sinter materials to reduce deflection.

The shaft is said to be capable of four times longer life than steel shafts and five times longer life than aluminium. The carbon filament windings are protected externally by a fibre-glass outer skin which can be augmented with steel sleeves at points of high abrasion.

CIRCLE NUMBER KT-611

## Flexible shaft

Equipped with interchangeable leaves which can be set up in seconds, the new leaf shaft introduced by TS Converting Equipment is said to provide a shaft that will, for example, accommodate 50, 70 and 76mm diameter cores at considerably less cost than three shafts.

A range of shaft and flange mounted air chucks to suit 6, 8 and 10in cores has also been introduced by the company (Unit 2, Windsor Place, Whitehall, Taunton, Somerset TA1 1PG - tel: 0823 332442).

In a recent order, TS has supplied a UK slitter-rewind manufacturer with a number of quick changeover air shafts able to accommodate several different core sizes.

CIRCLE NUMBER KT-612

## Carbon fibre winding shaft

Carbon fibre composite (CFC) pneumatically operated winding shafts up to 4500mm long and a range of mechanical concentric core chucks have been introduced by Swiss manufacturer Schlumpf.

The CFC shafts are available in standard diameters for 70 and 76.2mm cores, with other diameters on request, and have a tension coefficient similar to high grade steel, says UK

agent Arrowhive Equipment (Unit 11, Vanalloys Business Park, Busgrove Lane, Stoke Row, Nr Henley-on-Thames, Oxon RG9 5QB - tel: 0491 682044).

Schlumpf's new SDA mechanical concentric core chucks have a compact design described as particularly well suited to retrofit applications and are available in the expansion range 70-76mm and 100-

120mm and in 150mm diameter.

"Expansion is actuated by axial forces and, because no pneumatic components are used, there are no problems associated with leaking," explains Arrowhive. "The chucks' torque capability is proportional to the available axial force."

For core preparation, Schlumpf has recently uprated

its CC series of modular core cutters with digital linear display for accurate adjustment of cutting length, a pneumatic clamping system and a new microprocessor control said to improve ease of operation.

An optional extra provides the CC series core cutters with the ability to carry out an automatic cutting cycle, complete with automatic tube advance.

CIRCLE NUMBER KT-613

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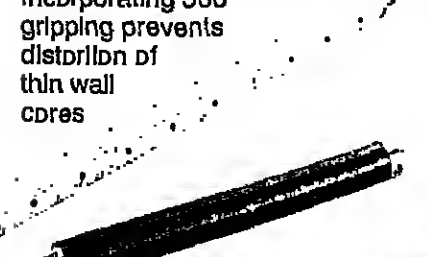
**LOW PROFILE 7000/LP SERIES**  
up to 2"(50mm) Bore for use with 3"(76mm) Cores

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Incorporating 360° gripping prevents distortion of thin wall cores



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Where to Buy THE MOST COMPREHENSIVE SOURCE GUIDE TO PACKAGING INDUSTRIES

Telephone Jackie Skeel on 081-242 3156 or Fax: 081-242 3154 Final copy date on WTB section for the

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Contact: Brian Stokes

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Stock Bottle Division,  
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LE18 2DE  
Tel: 0533 881588  
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Tel: 0206 304313

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Northants NN8 2QE.  
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Fax: 0532 274141  
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Fax: 081-258 9000  
Fax: 081-258 9000  
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Fax: 081-943 0011  
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Tel: 081-567 9920  
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Fax: 0793 34649

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Fax: 081-840 6701  
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The ideal profile will include experience of the FMCG multi-national company environment where exposure to Pan-European and Global packaging issues is a permanent feature of the role. Ideally, involvement in either pharmaceutical, OTC, animal health products or food industries is desirable.

A graduate and MInstPkg with at least 3/4 years relevant experience, you will possess excellent interpersonal, planning and

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## PACKAGING DEVELOPMENT ENGINEER/INNOVATOR

Our client is a leading operator in the brewery, drinks, food and leisure markets with a state-of-the-art technical centre based in South Bedfordshire. The R&D function has a critical role to play in engineering technical improvements within the brewery operation.

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To work within an established team responsible for new packaging developments and innovations, the ideal candidate will have experience related to glass, plastics or metal packaging technology and a minimum of 2 years related manufacturing and "hands on" technical development/scientific experience from the brewery, beverage, food or related markets. Essentially the successful candidate will be very self motivated, an innovator, have good communication & presentation skills and be a graduate signed early to late 20's

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Services offered include: researching and writing press releases, producing promotional and technical literature, setting up and managing exhibitions, conferences and road shows, producing slides and videos, scripting seminars, advertising copy and editing in-house magazines.  
From January, Paul will be trading as Professional Publicity and can be contacted by telephone or facsimile on:

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## Translations

## FROM FRENCH

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Knowledge is required of high volume injection moulded closures and blow moulding of bottles.

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Phone or Fax: 0483 504585

D. Bryan Andrews Associates

Recruitment Consultants

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National Account Manager £25,000 + 20% profit share + choice of car

Our client is a leading, innovative printed self adhesive label manufacturer with an excellent reputation for quality & sales service. The ideal candidate will be ambitious & dynamic with previous experience of the label or related packaging markets.

Market Manager to £30,000 + bonus + choice of car

Specialising in high quality printed cartons to the pharmaceutical & toiletries markets, our client is looking to recruit a high calibre senior sales/management professional with a proven track record within the marketplace.

Account Manager to £25,000 + profit share + quality car

To manage and develop bluechip food & confectionery accounts for this major manufacturer of vacuum formed & thin wall trays.

For further details of the above & many more National opportunities, please call Angela McGuinness, in confidence at:

Business Manager - South - to £25,000 + generous bonus + car

To take responsibility for sales of quality printed rigid boxes & thermoformed packaging to the food, confectionery, cosmetics, toiletries and publishing markets. Experience of this or related product sectors & markets essential.

Sales Executives - Various UK locations - £neg + commission + car

Due to expansion our client, a major international packaging group, seek to recruit highly motivated experienced sales professionals for their successful litholaminated, paint-of-sale and conventional corrugated divisions.

Southern Sales Specialist - Label Applications

£25,000 + bonus + quality car

Reputable and profitable UK manufacturer seek to recruit a sales professional - potential Sales Manager. Experience of the labelling/packaging machinery markets and previous expertise of sales to the food, toiletries, pharmaceutical, beverage & target markets is essential.

MCGUINNESS

Search &amp; Selection

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